Board of Trade Journal

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Front cover photograph

Two Royal Doulton Veined Sung vases, the smaller one being a 4¼-in. vase already on the market, and the large one of the four new 'prestige pieces' which were shown for the first time at the Paris Salon Exhibition (September 6 to 10). Doulton Fine China Limited has observed an increasing demand on the Continent for large, impressive and expensive pieces of china, and these vases are introduced with a view to increase European exports.

A new intermittent kiln has been installed at the company's Burslem, Staffs, factory for the special firing process necessary in the production of these glazes. The origin of these beautiful 'flambé' or 'transmutation' glazes is lost in legend, but after many years of research Doulton Fine China succeeded in rediscovering the special firing process involving the admission of quantities of oxygen to the kiln at certain stages in the firing. Veined Sung wares have an obvious appeal to collectors not only because of the wonderfully rich blood-red effects, but also because no two pieces are ever identical and each can be regarded as an individual specimen.

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The programme of joint ventures in United States trade shows in 1969

By W. C. Hodgkins, Consul (Commercial) British Consulate-General, New York.

THE BOARD OF TRADE Joint Venture Scheme was introduced in 1959 to encourage British manufacturers to exhibit at overseas trade fairs.

Under the scheme, firms taking part in a group display are provided with free space and shell stands. In addition the Board pay up to half the return fares of two representatives from each firm manning their stand at the event and up to half the freight charges for returning goods exhibited and unsold, provided they are shipped back to Britain within 12 months of the close of the event.

Development of Programme since 1965

Before 1965 there were only one or two isolated joint ventures in the United States, but since then, as part of the increasing trade promotion drive in the United States special efforts have been made to organize joint ventures in United States trade shows. These efforts have met with success and the programme has expanded from three shows covering 43 exhibitors in 1965, to 14 shows covering 143 exhibitors in 1966, and 31 shows covering 479 exhibitors in 1967; and in 1968 there will be joint ventures in some 51 shows covering about 570 exhibitors.

These joint ventures have covered consumer and industrial products ranging from stamps, footwear, toys, to machine tools, gas turbines and atomic energy equipment, and in 1968 have varied in size from fewer than six exhibitors in highly specialized shows covering small industries to 48 exhibitors in the National Jewellery Trade Show.

Reasons for growth and success

Initially, the scheme was designed to help smaller firms obtain a foot-hold in a market but an increasing number of medium and larger firms have found advantage in participation. We welcome this, because no British firm can fail to benefit from the insight into the complicated United States market which a trade show offers to participants.

By any standards the expansion of the programme since 1965 is considerable; nor is it difficult to see the reasons. It has been demonstrated and is now generally accepted that participation in trade shows is one of the most successful methods of exploring and penetrating foreign markets. Exhibitors have the opportunity of identifying new outlets, meeting new customers and consolidating contacts with existing customers. They can appoint new or additional agents or distributors and also take the opportunity of renewing contact with and supporting their existing agents or distributors.

A trade show presents a first-class opportunity to study new trends and designs. All these aspects can, of course, be covered by visiting the United States as an individual or as part of a trade mission, but a trade show enables an exhibitor to concentrate his efforts into a relatively short time without much travelling. At a trade show one will see more potential customers, competitors, etc., in a few days than in weeks of travelling.

These advantages of displaying in a trade show apply with particular force to the United States market. Everyone in business, whether manufacturer, wholesaler or retailer is trade show conscious. There are hundreds of trade shows in the United States, including many good national and regional shows for almost every product. There are very few general trade fairs (mainly State Fairs and trade shows connected with special events such as a centenary, etc.) because there are so many specialized trade shows covering almost every product.

At the recent International Woodworking Machinery and Furniture Supply Fair held in Louisville, Kentucky, several well-known British companies exhibited their products through a joint venture between the Board of Trade and the Machine Tool Trade Association. On the opening day of the fair, Mr. Kenneth A. Schmied, Mayor of Louisville (left), Mr. Richard Burow (president of the American National Association of Furniture Manufacturers) (second left), Mr. Peter Brookman of R. S. Brookman Ltd., and Mr. J. E. T. Thorne, HM Consul (Commercial) in Cleveland (extreme right), are seen examining a Brookman automatic drawer assembly machine which is a successor to one which received a design award at the previous fair held in Louisville in 1966.

We do not normally recommend participation in general fairs because specialized trade shows are favoured by buyers, customers and manufacturers (including many from Canada). Only if a specialized trade show is not available or it is not possible to obtain space do we consider recommending joint ventures in entirely British shows for particular products. Examples of these are the joint ventures for womenswear sponsored by the Clothing Export Council of Great Britain which have been organized as entirely British shows in various hotels' showrooms in New York.

General pattern

The general pattern of participation in joint ventures in the United States over the last two or three years has been to organize a first joint venture in the best national show which accepts foreign exhibitors. Experience has shown that, usually, participation then grows from year to year. When a joint venture in the

(*Continued on next page*)

JOINT VENTURES IN UNITED STATES, *continued*

Visitors seen inspecting some of the British boats and boating equipment at the recent Chicago Marine Trades Exhibition at which 18 British firms took part in a joint venture organized by the Ship and Boat Builders' National Federation and the Board of Trade. About 25,000 buyers from all parts of the United States and many foreign countries were said to have attended.

national show has become well established, the sponsoring trade association and the Board of Trade consider the major regional shows or those in areas which appear to have the greatest potential for the product. A prime example is the Ship and Boat Builders' National Federation (SBBNF) participation in the New York Boat Show, which started with a small information stand in 1965 followed by 20 exhibitors in 1966, 13 in 1967, 20 in 1968 and it is expected that about 35 exhibitors will participate in the 1969 show. As participation in this show increased other boat shows were investigated and in October 1967 a joint venture was organized in the Marine Trades Exhibit in Chicago with 13 exhibitors which was repeated in October 1968 with 18 exhibitors. In January 1969 the SBBNF will sponsor the first joint venture in the Los Angeles Boat Show with about 12 exhibitors. We have had similar experience with machine tools, menswear and other groups.

In spite of the assistance given by the Board of Trade participation still entails expense, time and effort. Trade associations and firms would not repeat their participation in joint ventures and expand into other shows unless they considered it worthwhile. That they do so is in our view the best measure of the value of the scheme.

1969 programme

The special drive on joint ventures over the last two or three years is being continued into 1969 and 1970. Commercial Officers are visiting an increasing number of trade shows in order to select additional shows for joint ventures. In particular, efforts are being made to fill in the gaps for those products which have sales potential but for which no joint venture has been organized. In co-operation with BNEC a special drive – Mid West '69 – has been mounted to increase participation in trade shows in the area and thus boost our exports. The Board of Trade would welcome any proposals from British industry for new joint ventures especially for very specialized products and shows e.g. scientific, medical, etc.

At the end of this article is a list of trade shows for which joint ventures have been already organized or proposed (the Mid West '69 shows are indicated by an asterisk). It is hoped that the number of joint ventures organized in 1969 will increase to about 70, many of which will be repeats of previous joint ventures.

In addition to this list, details of joint ventures and of some other trade shows in the United States are set out in the *Board of Trade Journal* every four months (March, July and November) and additions and amendments are set out in the first issue of each interim month. If any British firms are interested in participating in a joint venture in the United States they should study these lists, select an appropriate joint venture and contact the sponsoring trade association for further information. If there is no appropriate joint venture already organized, firms should consult their trade association or the Trade Fairs Branch of the Board of Trade. Many joint ventures are soon over-subscribed and there is nearly always a shortage of space in the more popular shows. The earlier the Board of Trade have full details of firms wishing to participate, the better the opportunities for obtaining good and adequate space. Applications to the sponsoring trade association should be made not later than nine months before the show and even longer would be preferable.

Advice to exhibitors

It cannot be too strongly emphasized that no firm should consider tackling the United States market, either through a joint venture or by any other means, unless they are prepared to make a sustained effort and unless they have the rescources, in productive capacity, marketing skills, etc. to survive in the richest but in many ways the most demanding market in the world.

It is essential that exhibitors be fully briefed and much can be done before leaving Britain. The Board of Trade and trade associations have a vast amount of information on the United States market covering market intelligence, customs duties (there is provision for duty free entry of samples, with special arrangements for United States trade shows which are registered as International Trade Fairs), electricity supplies, United States standards and regulations, etc. Firms must be able to quote prices in United States dollars both f.o.b. and c.i.f. Assistance may be obtained in locating agents and buyers ('Agents wanted' signs can be supplied by the Trade Fairs Branch). Information on the above points may be obtained from the Regional Offices or the Export Services Branch of the Board of Trade.

Particular care must be taken to conform to the show regulations on dressing of stands, setting up of machinery, shipping of samples on to the show site, and many other requirements. Trade Fairs Branch can give advice on such problems: these aspects are discussed at exhibitors' meetings arranged by the Trade Fairs Branch which it is essential firms should attend.

Some financial assistance is available for group advertising under the Co-operative Advertising Scheme (details may be obtained from the Trade Fairs Branch). Promotion and advertising are very specialized and expensive in the United States so firms should ensure they get the best advice possible.

Cost of incidentals can be very high in the United States e.g. hotels, entertainment, setting up of exhibits, internal transport costs, etc. It is essential to bring sufficient funds to settle these expenses on the spot in order to avoid protracted correspondence after return to Britain. Banks will advise how to get any additional foreign exchange required for this purpose. All the principal British banks have their own offices in New York.

It is always an advantage to arrive a few days before the show starts to check that exhibits have arrived safely, to dress stands and to make some preliminary contacts; and also to stay on after the show for a few days in order to follow up any contacts made at the show.

Assistance from United States posts

If assistance is required before leaving for the United States, firms should approach the Board of Trade (Regional Offices or Ex-

(*Continued on page* 1223)

MID-WEST TRADE DRIVE

A brochure giving details of the Mid-West Trade Drive can be obtained from the British National Export Council, BNEC/ United States, 21 Tothill Street, London, S.W.1 (Tel. 01-930 6711, Ext. 224). (See also page 1227.)

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port Services Branch) who will forward such requests to the appropriate consulate. The trade show will be visited by a Commercial Officer from the Consulate who will do everything possible to assist exhibitors (e.g. status reports may be obtained quickly) but, if assistance is required, firms should make contact with the Consulate on arrival. Export Credits Guarantee Department has an office in New York covering the United States and Canada.

British Information Services provide publicity support for British exhibitors in joint ventures as appropriate, with material obtained from firms by the Central Office of Information. Competition for space in United States periodicals and newspapers is keen and the successful placing of publicity depends on the newsworthiness of the product and good quality material, including photographs, which must be supplied well in advance of the event. Trade press deadlines can be as much as three months in advance.

Note:

Full details of the joint venture scheme and the assistance available are set out in the notice 'Assistance to Exhibitors at Overseas Fairs – Joint Venture Scheme' issued by the Trade Fairs Branch of the Board of Trade

List of possible joint ventures in the United States in 1969

Date	Venue	Show and Description
**Mid West* 1969.		
Jan. 5-14	New York	Childrenswear Display. Fourth joint venture, sponsored by the National Childrenswear Association.
Jan. 22-Feb. 2	New York	National Boat Show. Fifth joint venture, sponsored by the Ship and Boat Builders' National Federation.
Jan. 26-Feb. 4	Los Angeles	Los Angeles Boat Show. Joint venture, sponsored by the Ship and Boat Builders National Federation.
Feb. 2-5	Chicago*	Menswear Retailers of America Convention and Exhibition. First joint venture, sponsored by the Clothing Export Council and British Menswear Guild.
Feb. 2-6	Houston	National Sporting Goods Show. Second joint venture, sponsored by the Federation of British Manufacturers of Sports and Games.
Feb. 3-6	Cleveland*	19th Concrete Industries Exposition.
Feb. 7-14	New York	Menswear Display. Joint venture, sponsored by the Clothing Export Council.
Feb. 10-13	Chicago*	Automotive Accessories Manufacturers of America International Exposition. Second joint venture, sponsored by Society of Motor Manufacturers and Traders.
March 2-7	Cleveland*	Pittsburgh Conference on 'Analytical Chemistry and Applied Spectroscopy'.
March 8-16	Chicago*	Automobile Show.
March 9-12	New York	International Toy and Trade Fair. Third joint venture, sponsored by the British Toy Manufacturers' Association.
March 9-13	Cleveland*	14th Annual International Gas Turbine Products Show. Second joint venture, sponsored by the British Electrical and Allied Manufacturers' Association.
March 10-14	Los Angeles	Western Metal and Tool Exposition and Convention (WESTEC). Third joint venture, sponsored by the Machine Tool Trades Association.
March 11-15	Daytona	Motor Cycle Show.
March 16-19	New York	NAMSB (National Association of Men's Sportswear Buyers) Fall Market Week. Fifth joint venture, sponsored by the Clothing Export Council.
March 22-26	New York	National Shoe Fair. Third joint venture, sponsored by British Footwear Manufacturers' Federation.
March 24-27	New York	IEEE (Institute of Electrical and Electronic Engineers Inc.) International Convention and Exhibition. Second joint venture, sponsored by Electronic Engineering Association.
March 24-27	Cleveland*	National Plant Engineering and Maintenance Show. Second joint venture, sponsored by the London Chamber of Commerce.
March/April	New York	International Automobile Show.
March/April	New York	Womenswear Display. Joint venture, sponsored by the Clothing Export Council. Third year in which biannual shows have been held.
April 4-6	New York	INTERPEX (International Stamp and Coin Exhibition). Second joint venture, sponsored by Philatelic Traders' Society.
April 11-15	Boston	Health, Physical Education and Recreation Show. First joint venture sponsored by Physical Education Association.
April 14-17	Chicago*	Americal National Packaging Exposition. First joint venture, sponsored by Institute of Packaging.
April 21-24	New York	New York Premium Show. First joint venture, sponsored by the British Premium Manufacturers' Association.
April 29-May 1	Philadelphia	American Welding Society Show.9 Second joint venture, sponsored by the British Welding Research Association.
May 5-9	Chicago*	ASTME National Exhibition. Fifth joint venture, sponsored by the Machine Tool Trades Association.
May 11-14	Chicago*	29th Annual Convention of Institute of Food Technologists Industrial Exposition.
May 11-14	Atlantic City	32nd Annual Supermarket Institute Convention.
May 24-28	Chicago*	50th Annual Convention and Exposition of the National Restaurant Association. First joint venture, sponsored by London Chamber of Commerce.
June 8-10	Chicago*	Independent Pet Industry Trade Show.
May/June	Los Angeles	Imported Car Show.
June 7-15	New York	Universe of Photography Exposition 1969. First joint venture, sponsored by British Photographic Export Group.
June 22-26	Chicago*	Music Industry Trade Show and Convention. Second joint venture, sponsored by Association of Musical Instrument Industries.
July	Los Angeles	Pacific Fine Foods and Beverage Fair. Second joint venture, sponsored by the British Food Export Council.
July 26-29	Chicago*	National Candy Wholesalers' Association Convention and Candy Show.
Aug. 3-6	New York	National Jewellery Show. Third joint venture.
Aug. 3-6	New York	National Fancy Food and Confection Show. Fourth joint venture.
Aug. 19-22	San Francisco	WESCON (Western Electronic Show and Convention). Second joint venture.

(*Continued at foot of next page*)

The Queen's Speech

THE FOLLOWING matters involving Board of Trade legislation were announced in HM The Queen's Speech to Parliament on October 30:

'Legislation will be introduced to help the development of tourism in Great Britain.'

'My Government will bring forward proposals for amending the Merchant Shipping Acts in accordance with the recommendations of the Court of Inquiry on the Shipping Industry.

Notes:

Development of tourism: The White Paper, 'Hotel Development Incentives' (Cmnd. 3633) presented to Parliament in May 1968 described the Government's proposals for giving assistance towards the capital cost of the provision of new hotel accommodation and the extension and improvement of existing hotels in Great Britain. The proposals covered hotel development grants for new hotels, for extensions to existing hotels which provide more bedrooms for letting, and for some items of fixed plant and equipment in connection with improvement schemes. (A higher rate of grant was proposed for eligible projects in Development Areas.) Loan assistance was also proposed in appropriate cases towards financing new hotels and extensions and improvements to existing hotels. Paragraph 32 of the White Paper stated the Government's intention to introduce legislation as soon as possible to provide the necessary powers for the payment of hotel development grants and for the giving of loan assistance. The same paragraph explained that, subject to such legislation, projects which satisfied the criteria described in the White Paper would be eligible for consideration where work on such projects began in the site after March 31, 1968, and before April 1, 1971, provided the project was completed by March 31, 1973.

Merchant Shipping Bill: Following the seamen's strike in 1966 during which the Merchant Shipping Acts attracted criticism as a source of industrial unrest, a Court of Inquiry into certain matters concerning the Shipping Industry was set up under the Industrial Courts Acts, 1919, with Lord Pearson as chairman. The Court's terms of reference included a review of the Merchant Shipping Acts relating to the terms and conditions of service of seamen.

In its Final Report (Cmnd. 3211) the Court of Inquiry made detailed recommendations for a new Merchant Shipping Act dealing with seamen.

On March 1, 1967 in a statement in reply to a Question the then Minister of Labour, Mr. Gunter, announced:

'My right hon. Friend the President of the Board of Trade, is arranging for work to begin immediately leading to the preparation of a new Merchant Shipping Act. This will be a major undertaking, involving much detailed work.'

On May 15, 1968 in reply to a Question Mr. J. P. W. Mallalieu, then Minister of State at the Board of Trade, said:

'Following the submission of the Report of the Court of Inquiry under Lord Pearson's chairmanship I have discussed the recommendations for revision of the relevant parts of the Merchant Shipping Acts with all sections of the shipping industry and also with the fishing industry. A large measure of agreement has been reached and my department has made good progress in preparations for legislation which will be introduced as soon as possible.'

The Merchant Shipping Acts contain related provisions about fishermen similar to those for merchant seamen and it will thus be necessary to amend them at the same time.

On July 10, 1968 in reply to Questions, Mr. William Rodgers, Minister of State, Board of Trade, said that legislation would be introduced as soon as possible and the changes would generally follow the recommendations of the Pearson Report.

President and Governor of Bank of England discuss takeovers

MR. ANTHONY CROSLAND, President of the Board of Trade, and Sir Leslie O'Brien, Governor of the Bank of England, met on October 31 to discuss developments in the field of takeovers and mergers. The Governor outlined plans for the strengthening of the Code and the Panel. These plans would be completed in consultation with the Board of Trade. It was hoped to announce them in the near future. The possible reinforcement of these measures by the Board of Trade was also discussed. The President and the Government agreed to remain in touch on the general subject.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act:

(i) Courtaulds Ltd. and Moygashel Ltd.
(ii) Acquisition of a 50 per cent interest in James Booth Aluminium Ltd. by Alcan Industries Ltd.

JOINT VENTURES IN UNITED STATES, *continued*

Date	Venue	Show and Description
Sept. 17-20	Chicago*	National Stationery and Office Equipment Association Show. First joint venture, sponsored by British Stationery and Office Equipment Association.
Sept. 28-Oct. 1	Chicago*	Marine Trades Exhibit and Conference. Third joint venture, sponsored by Ship and Boat Builders National Federation.
Sept.	Atlanta	Bobbin Show (Needle Trades Management Exposition).
Sept./Oct.	New York	Womenswear Display. Joint venture, sponsored by Clothing Export Council.
Oct. 5-8	Chicago*	National Shoe Fair of America. Fifth joint venture, sponsored by British Footwear Manufacturers' Federation.
Oct. 20-24	Greenville	American Textile Machinery Exhibition. Joint venture sponsored by British Textile Machinery Organization (TREX).
Oct. 18-21	New Orleans	National Automatic Merchandising Show. First joint venture.
Oct. 27-30	Detroit*	Packaging Machinery Show. First joint venture, sponsored by the Institute of Packaging.
Oct. 27-30	Houston	ISA International Automation Conference and Exhibition. Fourth joint venture.
Oct.	New York	National Hardware Show. Fourth joint venture.
Oct.	New York	National Outerwear and Sportswear Association Convention and Suppliers' Exhibition.
Oct.	New York	Leather and Allied Industries Exposition. Fourth joint venture.
Oct.	New York	NAMSB Show (National Association of Men's Sportswear Buyers). Fifth joint venture.
Oct.	Los Angeles	Hi-Fi and Music Show.
Oct.	New York	Biscuit and Cracker Distributors' Association Conference and Exhibition. Second joint venture.
Nov. 5-8	Chicago*	Visual Communications Congress.
Nov.	New York	National Shoe Fair. Fifth joint venture.
Nov. 15-23	Detroit*	Automobile Show.
Dec. 8-10	Chicago*	National Electronics Conference and Exhibition.
Dec.	San Francisco	Atom Fair. Third joint venture.

Changes in control of hire purchase and rental contracts

MR. ANTHONY CROSLAND, President of the Board of Trade, in a statement in the House of Commons on November 1, announced an increase in the restrictions on hire purchase and rental contracts.

Mr. Crosland said: 'The Government have been reviewing the level of domestic demand. There are now signs of a continuing buoyancy of consumer spending which, if it were to continue unchecked, would pose a threat to our balance of payments objectives. It now seems likely that in the second half of this year, consumers' expenditure will be at the same level as in the second half of 1967, whereas it has been expected to be somewhat lower. Retail sales in the third quarter were 1 per cent higher than in the second quarter, and there has been a significant revival in new registrations of cars.

'In the light of this situation, the Government have decided that some further restraint on consumption is needed. I have accordingly made Orders, coming into operation at midnight, which will increase the restrictions on hire purchase and rental contracts.'

The Orders are the Hire Purchase and Credit Sale Agreements (Control) (Amendment No. 11) Order, 1968, No. 1737, and the Control of Hiring (Amendment No. 9) Order, 1968, No. 1736.

The Hire Purchase and Credit Sale Agreements (Control) (Amendment No. 11) Order raises the minimum deposit on cars (except three-wheelers) from 33⅓ per cent to 40 per cent and reduces the maximum period of repayment from 27 months to two years. For those items where the minimum deposit is at present 25 per cent and the maximum period of repayment is 30 or 36 months the minimum deposit will become 33⅓ per cent and the maximum period of repayment will become 24 months. These items include radio and television sets, tape recorders, vacuum cleaners, refrigerators, washing machines, carpets, bicycles three-wheeled cars and motor cycles. In the case of furniture and mattresses the minimum deposit is raised from 15 per cent to 20 per cent and the maximum period of repayment reduced from 30 months to 24 months. There is no change in the requirements for cookers and water heaters (minimum deposit 10 per cent maximum repayment period 48 months) and photographic goods (minimum deposit 33⅓ per cent maximum repayment period 24 months).

The Control of Hiring (Amendment No. 9) Order increases the advance rental or charge payable before a hiring agreement is entered into for most controlled goods. Goods mainly affected are three-wheeled cars and motor cycles (increased to 36 weeks rental from 26 weeks) and television sets and all other cars (increased to 42 weeks rental). Formerly advance rental payable on television sets was 30 weeks and on cars 36 weeks.

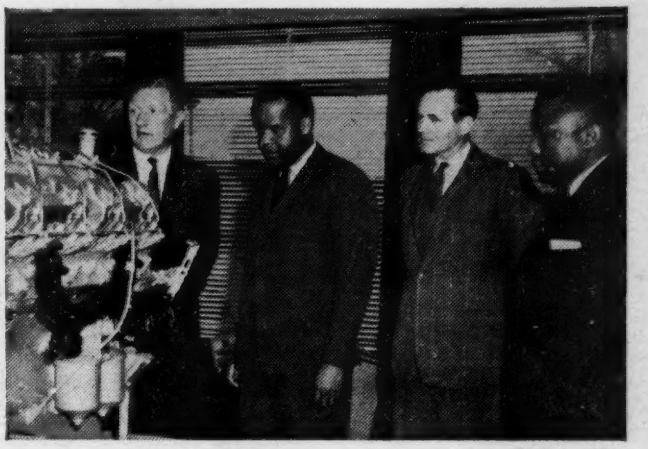
The regulations are available from HMSO, 49 High Holborn, London, W.C.2, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

Alleged art auction ring referred to Director of Public Prosecutions

MR. ANTHONY CROSLAND, President of the Board of Trade, has now written to Sir John Vaughan-Morgan, and Mr. Anthony Royle, who raised Questions in the House of Commons recently, on an alleged 'ring' operating in connection with the Aldwick Court sale. Mr. Crosland says in his letter that in view of information which has emerged within the last few days, he has referred the whole story to the Director of Public Prosecutions for whatever further investigation or action he thinks appropriate.

Note:

In the House of Commons on October 25, Sir John Vaughan-Morgan asked the President about a letter which Sir John had sent on August 2 concerning illegal activities of a dealers' ring in certain auction rooms, and whether he would refer the matter to the Director of Public Prosecutions. A second question asked the President what representations he had received about the illegal operation of a dealers' ring following a sale at Aldwick Court on March 26, 1968 and what proceedings he was taking. Mr. Crosland replied that he was considering the representations made by the MP for Reigate and also similar representations from the MP for Richmond. The President said he would make further inquiries and write to the Members as soon as possible.



The Hon. A. Romeo Horton, the Liberian Secretary for Commerce and Industry, recently visited the Peterborough headquarters of the Perkins Engines Group. Seen inspecting one of the diesel engines are (left to right), Mr. H. Lymath, general manager, Perkins' International Marketing operation; the Minister; Mr. J. N. O. Curle, the British Ambassador in Liberia and the Hon. John Bright, Assistant Secretary in the Liberian Department of Commerce and Industry.

Mrs Dunwoody opens Trade Descriptions Act Conference

OPENING A ONE-DAY study conference of the Trade Descriptions Act organized in London on October 30 by the Advertising Association, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that the starting point for drafting the Act was the report of the Molony Committee on Consumer Protection.

Mrs. Dunwoody, who is one of the Ministers responsible for piloting the measure through Parliament, said that the Act did not follow the Molony Committee's numerous recommendations in every respect, but by far the greater part of the Act reflected the Committee's thinking.

Continuing, she said: 'It was the interests of the consumer which originally prompted this reform of the law of misdescription, but his are not the only interests it will serve. Honest manufacturers, advertisers and sellers – and I know that the vast majority *are* honest – need its protection against the activities of a disreputable fringe.

'Now no one would claim that our new Act is the final, complete or comprehensive answer to all consumer problems which the Molony Committee reviewed. Its main purpose is simply to ensure, as far as we can, that when sellers state or imply certain important facts about their goods, prices and services, what they say about them will be true.'

Mrs. Dunwoody said that where the consumer's needs could be met by voluntary co-operation she was sure that they would all very much prefer that approach. Order-making powers in the Act had been taken to have them in reserve in case a real consumer need arose which could not be met by voluntary measures; but the less often it was needed to use them the better.

'There still remains a considerable area to be safeguarded by the Advertising Standards Authority and your British Code of Advertising Practice – an exercise in self-discipline of which you have good reason to be proud,' she said.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 22.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	Cyclo-octanone . .	As in previous column .	December 31, 1969	6944
29.35	3, 5-Dibenzyltetrahydro-1, 3, 5-thiadiazine-2-thione	Dibenzthion-3, 5 dibenzyl-tetrahydro-1, 3, 5, thia-diazine-2-thione	December 31, 1969	13221

Application for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received an application for the reimposition of import duty from January 1, 1969 on the following item which is at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.22	*N*-Benzyl-*N*-ethyl-*m*-toluidine.	8241

Regional policy discussions

AT THE DEPARTMENT OF ECONOMIC AFFAIRS on November 1 the Secretary of State for Economic Affairs, Mr. Peter Shore, met a delegation from the Confederation of British Industry for discussions on the future of regional policy. The CBI delegation was led by Mr. A. G. Norman, president of the CBI, and the other members were Mr. J. Trustram-Eve, Dr. J. B. Bracewell-Milnes, Mr. W. D. Sharp, Mr. N. I. Bond-Williams, Mr. N. Tate and Mr. H. G. Walters (Association of British Chambers of Commerce). The Secretary of State was accompanied by the Minister of State, Department of Economic Affairs, Mr. T. Urwin, the Parliamentary Secretary, Board of Trade, Mrs. Gwyneth Dunwoody, and the Parliamentary Secretary, Department of Employment and Productivity, Mr. Roy Hattersley.

The discussions, which were essentially exploratory in nature, ranged widely over the field covered by the study of regional policy published by the CBI on September 23, and the Secretary of State took the opportunity to seek clarification of the CBI's views on a number of such matters. The Secretary of State also undertook to have further discussions on regional policy with the CBI at a later date following the publication of the report of the Hunt Committee.

The Import Duties (Temporary Exemptions) (No. 5) Order, 1968

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 5) Order, 1968, which provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1969.

The Order came into operation on November 7, 1968, and has been published as Statutory Instruments 1968 No. 1721.

Copies of the Order are obtainable direct from HMSO.

The Import Duty Drawbacks (No. 9) Order, 1968

THE TREASURY has made the Import Duty Drawbacks (No. 9) Order, 1968.

This Order:

(1) provides for the allowance of drawback of import duty on certain glider parts when exported as parts of complete gliders;
(2) amends the definition of certain goods to their Tariff classification consequent upon the revision of the Tariff heading concerned (92.13);
(3) varies the rates of drawback of import duty on electro-sensitive recording paper;
(4) revokes the fixed rates of drawbacks of import duty on the following exported goods manufactured from the materials shown and provides for drawback to be related to the duty paid on the quantity of imported material actually used in their manufacture:

Exported goods	Imported materials
Golf clubs	Unfinished wooden head blocks
Panama hats	Straw hoods
Processed textile waste and yarn	Certain textile fibre

The Order came into operation on November 7, 1968, and has been published as Statutory Instruments 1968 No. 1722.

Copies of the Order are obtainable direct from HMSO.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during October in the lists of Dealers in Securities under Sections 3 and 15 of the Act:

Licensed Dealers

Additions

Jacobs, Kroll & Company Limited, 6 Queen Street, Mayfair, London, W.1.

The London and North British Trust Limited, Durrant House, Chiswell Street, London, E.C.1.

Lonscot Securities Limited, St. Swithin's House, Walbrook, London, E.C.4.

Deletion

Batehill Limited, Sandicroft, Great Budworth, Northwich, Cheshire.

The Association of New York Stock Exchange Member Firms having representation in the United Kingdom

Additions

Dean Witter International Incorporated, 7 Cleveland Row, London S.W.1.

Smith, Barney & Co. International Incorporated, 4 Crosby Square, London, E.C.3.

Deletion

Estabrook & Co., 7 Cleveland Row, London, S.W.1.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Midwest 69 trade drive progress report by BNEC

MORE THAN 1,000 British firms will take part in American trade fairs under joint venture terms in 1969, compared with some 200 in 1966, according to the British National Export Councils progress report on 'Midwest 69', the big British sales offensive next year in the American Midwest.

This promotion involves 18 carefully selected trade fairs which will attract thousands of buyers from all over the United States. Companies exhibiting at these shows will obtain the benefits of the Board of Trade joint venture scheme, i.e. free space and shell stands for group displays plus financial assistance towards fares and freight.

Of the 18 trade fairs, 12 are in Chicago, four in Cleveland and two in Detroit. They range from office machinery to menswear and include cars, engineering products, musical instruments, boats, scientific equipment, packaging machinery, etc.

British exports to United States showed continued improvement in the third quarter of 1968 but both Germany and Japan are outselling us, with Japanese sales almost double those of Britain. BNEC and the Board of Trade believe that the planned joint ventures of 'Midwest 69' will lead to profitable business for numerous British companies – provided they take immediate action.

New chairman for BNEC Israel

MR. ANTHONY CROSLAND, President of the Board of Trade, has announced the appointment of Mr. J. A. Lewando as chairman of the Israel Committee of the British National Export Council. Mr. Lewando, a director of Marks and Spencer Limited, succeeded the Hon. Marcus J. Sieff on November 1.

For the past three years, Mr. Lewando has been a member of the BNEC Export Council for Europe. He is also a member of the European Steering Committee of the Confederation of British Industry. He was awarded the CBE in June this year for services to export.

Marcus J. Sieff was the founder chairman of BNEC Israel and under his leadership several new methods of export promotion were pioneered. He was instrumental in establishing a system of post graduate engineering scholarships financed from BNEC funds. During the three years of his chairmanship British exports to Israel rose from a monthly average of £4.7 million in 1965 to £7.7 million in 1968,

Sir Derek Pritchard on future of balance of payments

MAKING HIS first speech since relinquishing the chairmanship of the British National Export Council, Sir Derek Pritchard told the Birmingham Chamber of Commerce on November 1, that he saw exports continuing to increase and a victory certainly by 1970 in our balance of payments battle. There were, however, two important provisos. First that industrial unrest and especially unofficial strikes were kept under control. 'Nothing can more surely ruin this country than continually breaking our delivery dates and letting our customers down', he said. 'The main lesson I have learnt in 4½ years with BNEC is that late deliveries and missing seasonal trade do us more damage in the context of future orders than anything else. These factors are even more important than price and after-sales service, vital as these two aspects may be.'

His second proviso was that we made some savings in our imports which had climbed so steeply since devaluation that it had offset the dramatic increase in exports over the period. 'Let me stress that this must not be achieved by artificial means such as import controls or other measures that would damage our goodwill with the countries who are our customers,' Sir Derek said. 'It should and it can be achieved by our own manufacturers here producing still better goods, better designs and at lower prices,'

Signing the £10 million Anglo/Yugoslav credit agreement in London on October 25 (see Board of Trade Journal *last week, page 1167). From left to right are Mr. Milenko Bojanic, general manager of the Yugoslav Investment Bank; Mr. Ivo Sarajcic, Yugoslavian Ambassador in London; Lord Brown, Minister of State, Board of Trade, and Mr. H. E. Darvill, deputy manager, who signed on behalf of Barclays Bank. The loan has been arranged through Barclays Bank and has been backed by the Export Credit Guarantee Department.*

Road makers from Africa to study British methods

FOUR SENIOR African Public Works Department officials arrived in Britain on November 2 for a fortnight's stay. They will be visiting more than a dozen firms in Greater London, the Midlands and the North of England with a view to inspection and possible purchase of road constructional and maintenance equipment.

The members of the mission, sponsored by BNEC Africa (the Committee for Africa of the British National Export Council) and by British Industry, are: Mr. G. O. Aiwerioba, Controller of Works Service, Ministry of Works, Lands and Transport, Mid-West State, Benin City, Nigeria; Mr. S. K. Kwaku, Deputy Engineer-in-Chief, Public Works Department, Accra, Ghana; Mr. G. Owaraga, Executive Engineer, Ministry of Works, Communications and Housing, Kampala, Uganda; Mr. J. Akande, Controller of Works, Western State, Ibadan, Nigeria.

During their stay they will spend four days visiting the stands of some 20 firms at the Public Works and Municipal Services' Exhibition, Olympia (November 11-15).

Printing machinery makers' mission to South Africa

THE BRITISH Printing Machinery Association, with the support of the British National Export Council, has organized a mission to South Africa from January 25 to February 15, 1969. The mission, consisting of representatives of companies manufacturing machinery and equipment for the printing and allied trades, will visit Johannesburg, Cape Town, Port Elizabeth and Durban. Information about this mission can be obtained from the Association at 12 Cliffords Inn, Fetter Lane, London, E.C.4.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Aviation and Shipping

Oral evidence to the Commission on the Third London Airport

The Hon. Mr. Justice Roskill

IN HIS opening statement at the first public hearing of oral evidence to the Commission on the Third London Airport, in London, on November 1, the Hon. Mr. Justice Roskill, the chairman, explained that the Commission was currently engaged in the first stage of its task during which it is looking at all possible sites in order to identify a small number for more detailed consideration. Stage II would consist of public hearings (which will be conducted by Mr. Hunt, a member of the Commission) of local evidence on each of the short listed sites and this would run concurrently with Stage III which consists of investigation and research into matters relevant to the choice to be made between the short listed sites. There would follow Stage IV where the Commission would consider all the material produced, and Stage V, which would be held in public to allow interested parties to test the material produced during the earlier stages.

The Commission had decided that the only way in which it could properly discharge its task was to go back to the beginning and arrange for a full site search for another London airport which search would take place throughout south-eastern England.

The Commission had also received a number of valuable suggestions for sites from members of the public, including certain coastal and offshore sites. For some of these, the Commission had thought it necessary to establish at once whether there were any special features which would make airport construction there difficult or even impossible. This involved a programme of trial borings in a number of cases in the area of the Thames estuary. The Commission was therefore getting into touch with those organizations who had suggested some of these sites to discuss such a programme with them.

It was likely to prove necessary to have more detailed checks on non-coastal sites than had hitherto been made of possible runway alignments and other features by inspecting some of these possible sites, during the coming winter and early spring.

All these inspections and tests were a necessary part of the process of selecting the sites for the short list. These would be conducted with as little disturbance as possible. The Commission would be most grateful for the co-operation of landowners and their tenants when this is sought. The Commission emphasized the fact that these inspections and tests which were, or would be, taking place, must not be thought to be an indication for or against one site rather than the others, and the Commission was particularly anxious that no alarm should be caused. For this reason the Commission did not propose to make public the list of possible sites at present emerging from the search.

The Commission's terms of reference included the timing of the need for a third London airport. Some evidence which had already been submitted questioned that need and suggested that existing airports within or without the London region could satisfactorily cater for likely traffic demands for a substantial time after the capacity of the present London airports had been exhausted. The Commission had noted this view and would give it consideration in due course.

If the Commission wished the public oral amplification of points made by those who had sent written submissions, this would be sought at public hearings. This series of public hearings would be mainly directed to issues bearing upon the initial site selection. The Commission hoped to take evidence on such matters as airport capacity and design, surface access, air traffic control and regional planning. The Commission did not intend to explore matters of defence in public at this stage for obvious reasons of national security but the Commission had been considering very closely with the Ministry of Defence the effect of any third London airport on various defence installations in the area of the country with which the Commission is concerned.

The Commission hoped, if all goes well, to complete Stage I, that is the identification and publication of the short list by Easter 1969. As soon as this stage had been reached, arrangements would be made for Stage II local hearings, which would take place in public.

The Commission then took oral evidence from Mr. Peter Masefield, the chairman of the British Airports Authority, who discussed a range of subjects, including aircraft layout and specification, effect on environment and the problem of aircraft noise and nuisance, and the amount of air traffic and capacity at London's airports in the future.

At its second public hearing today (November 8) the Commission will take oral evidence during the morning from Dr. Burns of the South East Joint Planning Study team and from the Town and Country Planning Association, and during the afternoon from the Standing Conference on London and South East Regional Planning and the South East Regional Planning Council. The subject will be the relationship between a Third London Airport and Regional Planning for the South East.

The hearing is in the City Temple Hall, entrance in Shoe Lane, London, E.C.4.

The morning session will take place from 10.30 a.m. to 12.30 p.m. and the afternoon session from 3 p.m. to 5 p.m.

A full transscript is being taken, of which copies can be purchased from Messrs. Cherer & Co., 34 Essex Street, Strand, London, W.C.2.

Mr. Rodgers to visit IoW marine safety establishments

MR. WILLIAM RODGERS, Minister of State, Board of Trade, who has special responsibility for marine safety, will visit the Isle of Wight on November 11. The Minister will travel in the Pilotage launch from Portsmouth Harbour to board the Trinity House Vessel, 'Winston Churchill', which will then proceed to the Owers light vessel.

After landing at Ryde pier he will then drive to St. Catherines, where he will visit the lighthouse, and will then go on the Pilot Station at Totland Bay before re-embarking in the 'Winston Churchill'. The night will be spent aboard.

Next day, the Minister's party will transfer at sea to the Yarmouth lifeboat 'The Earl and Countess Howe' for a demonstration run. Later he will land at Yarmouth to see a Royal National Lifeboat Institution in-shore rescue boat in action.

The minister will call next at the Needles Coastguard District Headquarters, where he will see a demonstration of rocket life-saving equipment.

He will visit the Coastguard installations nearby before returning to London in the afternoon.

PIB report on BOAC pilots' pay

THE NATIONAL BOARD for Prices and Incomes published on October 29 its report on the pay and productivity of pilots employed by BOAC. The reference was made on May 30. Subsequently the Government appointed Professor John Wood to preside over negotiations between BOAC and BALPA which resulted in agreement being reached on a number of important points relating to a new pay structure. The report examines the implications of this agreement and certain other major issues affecting the future relationship between pay and productivity. The Government commends the report to the parties and hopes that it will provide a framework within which they will be able to complete their negotiations under the chairmanship of Professor Wood with a view to the early introduction of an agreed pay structure.

Parliamentary Answer on Aviation

FRIDAY, NOVEMBER 1

Transit passengers at airports

A Member inquired what countries, other than the United States of America, compelled transit passengers in British aircraft passing through their airports to submit to customs, immigration, and health procedures. Mr. William Rodger, Minister of State, Board of Trade, replied that Australia, Malagasy Republic, Mexico, Poland and Thailand had notified the International Civil Aviation Organization that in this respect they were unable to comply with Annex 9 of the Convention. Mr. Rodgers continued: 'There are other countries, however, which have not formally notified ICAO of a difference but which, I understand, require some examination of transit passengers.'

Minister of Housing's statement on airport development

MR. ANTHONY GREENWOOD, Minister of Housing and Local Government, made the following statement on October 29:

'There has been comment and speculation about the purpose and effect of the statutory instrument affecting development on the British Airports Authority's airports. It may help to remove misunderstanding and anxiety if, in advance of any proceedings that may take place in Parliament, certain facts are made clear at this stage.

'The first point of concern has been whether this statutory instrument would enable the British Airports Authority to by-pass the Roskill Commission and undertake major developments at Stansted. This can be categorically denied. First, the Order does not permit the construction of extension of runways nor does it permit development outside the Authority's operational land at an airport. Secondly, the British Airports Authority themselves have already made it clear that the only important new development they propose at Stansted pending the results of the Roskill Commission is a new terminal building, and the Essex County Council have already granted specific planning permission for that. Thirdly, the British Airports Authority have given an undertaking that they will consult with the local planning authority about development (other than urgent minor development) authorized by the Order. If it should appear to the planning authority that any development proposed is inappropriate during the interim period before the Roskill Commission reports, it would be open to them to submit to the Minister for confirmation a direction under the Order which would require British Airports Authority to seek specific planning permission in the ordinary way for that development. There is thus no question of anything slipping through by default.

'The second main point of concern is that the British Airports Authority should have been authorized to carry out development at their airports (Heathrow, Gatwick, Prestwick and Stansted) without need for specific planning permission. The granting of authorization of this kind to statutory undertakers, industrialists, local authorities and others has been the purpose of the General Development Order for many years. It enables undertakings to get on with their job with some freedom from day to day planning control.

'Just how wide this freedom from day to day control should be for the British Airports Authority is a matter which Parliament will no doubt discuss. But it is quite clear that British Airports Authority just like other major undertakings should have certain freedoms within land which is already fully committed to their purposes given the safeguards already mentioned – namely that there is to be prior consultation before any such development is carried out and that the local planning authority should have the ability to ask the Minister to bring development they regard as being potentially objectionable under specific planning control.'

QE2 to display British marine equipment show

THE NEW Cunard Queen Elizabeth 2 is to be a floating showroom in New York harbour on February 28 next year. Leading American industrialists will be invited on board to inspect the latest British ships' gear, ranging from advanced radar equipment to kitchen equipment.

The promotion has been organized by Cunard, the British National Export Council, the British Marine Equipment Council, and the Electronic Engineering Association, and amongst the well-known firms who have already agreed to take part are John Brown Engineering (Clydebank) Ltd., Ferranti Ltd., Stone Manganese Marine Sales Ltd., Schermuly Ltd., and Yorkshire Imperial Metals Ltd.

BNEC state that whilst there is a limit to the number of firms that can take part in the promotion, it can still accommodate a few more, and any interested companies should write to: The Secretary, BNEC United States of America, 21 Tothill Street, London, S.W.1,

Parliamentary Answers

THURSDAY, OCTOBER 31

Industrial development in Scotland

Mr. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said, in reply to a Question that 15 completed advance factories in Scotland were awaiting tenants as at October 31. On average, these factories had been completed for nine months. 'They cost about £1.5 million in all, but I cannot disclose the cost of individual factories,' said Mrs. Dunwoody.

FRIDAY, NOVEMBER 1

Auctions (Bidding Agreements) Act

Mr. Edmund Dell, Minister of State, Board of Trade, answered a request made to the Secretary of State for the Home Department, to amend the maximum penalty for contraventions of the 1927 Auctions (Bidding Agreements) Act to a term of imprisonment with or without a fine of twice the proper value of the object sold. Mr. Dell said the maximum fine under this Act was raised by Parliament as recently as 1967. He would consider in consultation with the Home Secretary whether any further increase would be appropriate.

Italian washing machines

A Member who asked if the Board of Trade would investigate the extent to which the price of Italian-made washing machines exported to this country was affected by an element of export subsidy, was referred by Mr. Dell to his answer of October 17 (see *Board of Trade Journal*, October 25, page 1108). 'If the washing machine industry apply, with the necessary *prima facia* evidence for anti-dumping or countervailing duties, I shall be happy to examine the matters covered by the application,' said Mr. Dell.

MONDAY, NOVEMBER 4.

Imports of textiles from Greece

A Member inquired why Greece, which is an associate member of the European Economic Community, had not been accorded the same terms on cotton quotas as had been granted to other European Economic Community countries by HM Government. Mr. Dell answered: 'We are entitled under our international obligations to impose restrictions on imports of low-cost cotton textiles which are causing or threatening market disruption. Imports from Greece were causing such disruption; those from the EEC were not'.

'Britain in Figures'

Mr. Dell answered several questions on the publication 'Britain in Figures'. He told one Member that 135,000 copies of the card were printed at a cost of £1,274.

Asked what criteria he adopted in selecting the years 1961, 1966 and 1967 for inclusion for publication he said that 1966 and 1967 were the two most recent years for which the information was generally available when the cards were prepared. Figures for 1961 allowed longer term comparisons to be made.

'Market research,' said Mr. Dell, in answer to a further inquiry, would have appreciably increased the relatively small cost of this project which was designed as a simple work of reference for a wide range of people concerned with Britain's interests, especially businessmen, export organizations and officials overseas.'

Another Member asked, in view of the fact that nearly all telephones in possession of householders are owned by the Post Office, and that many cars, television sets and other consumer durables are owned by finance or rental companies, what steps were being taken to correct the statements contained in the Standard of Living table published in 'Britain in Figures'. Mr. Dell said: 'The wording of the card should be generally understood. Nevertheless I will bear the hon. Member's point in mind in relation to any future issues.'

Government assistance to Scottish firms

A Member asked how many Scottish firms had accepted Governmental financial assistance and inducement this year; and what was the total financial sum involved to date. Mrs. Dunwoody said this information was not available. The total value of financial assistance in Scotland paid by the Board of Trade in the year ended March 31, 1968 was £16.2 million under the Local Employment Acts 1960-66 and £43.8 million in the form of investment grants (excluding investment grants on ships). The corresponding figures for the six months ended September 30, 1968 were £6.6 million and £25.9 million respectively.

The Register of Patent Agents (Amendment) Rules 1968

THE REGISTER of Patent Agents (Amendment) Rules 1968 which come into force on January 2, 1969 increase from £5 5s. to £10 10s. the maximum fee which may be charged by the Chartered Institute of Patent Agents for the registration of name of a patent agent: the Rules also increase from £5 5s. to £10 10s. the maximum fee to be paid annually by every registered person.

Copies of these Rules (SI 1968 No. 1741) may be obtained from the Patent Office Sale Branch, Block C, Station Square House, St. Mary Cray, Orpington, Kent, from the Patent Office Sale Counter, 25 Southampton Buildings, Chancery Lane, London, W.C.2, or from HMSO at the usual addresses, price 6d. (by post 10d.).

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	October 11, 1968	
959,254	Standard Telephones and Cables Ltd.	Improvements in electrical contact elements.
	October 17, 1968	
1,004,689	Regie Nationale des Usines Renault	Differential gear.
	October 21, 1968	
762,440	Standard Telephones and Cables Ltd.	Arrangement for preventing the afterglow of the steady luminous spot after the switching-off of television sets employing cathode-ray tubes.
785,820	Standard Telephones and Cables Ltd.	Chrominance circuit for colour television receiver.
823,578	Regie Nationale des Usines Renault	Rear suspension device for vehicles.
841,804	Standard Telephones and Cables Ltd.	Antenna.
881,764	Regie Nationale des Usines Renault	The drive of fans for cooling radiators of vehicle engines.
907,577	Regie Nationale des Usines Renault	Low-pressure fuel injection devices for internal combustion engines.
934,159	J. Brockhouse & Company Ltd	Apparatus for towing road vehicles.
943,775	Standard Telephones and Cables Ltd.	Television circuit.
968,861	Regie Nationale des Usines Renault	Improvement in windscreen wipers.
971,909	Regie Nationale des Usines Renault	Compression ignition engines.
996,294	Hessel Pape	Chest with drawers.
997,432	Standard Telephones and Cables Ltd.	Thermionic energy converter.
1,004,762	Standard Telephones and Cables Ltd.	Method for optional writing in and reading-out of information with variable word length in circulating memories.
1,027,194	Standard Telephones and Cables Ltd.	Step-up-controlled, selective transistorized amplifier.
1,066,684	Glaverbel	Method and apparatus for the manufacture of glass beads.
1,084,370	Regie Nationale des Usines Renault	Rotary-piston internal combustion engine having improved valve timing mechanism.
1,113,791	Chogoro Yotsuyanagi	Improvements in the fulling of wool.
	October 23, 1968	
903,870	Standard Telephones and Cables Ltd.	Space charge device for producing nuclear reactions.
1,024,750	Standard Telephones and Cables Ltd.	Electric discharge device for producing interactions between nuclei.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office.

Some of the executives responsible for the distilling and sale of Cutty Sark Scotch whisky, claimed to be the best-selling Scotch in the world's largest market, the United States, met recently in London. Standing by the bows of the famous clipper at Greenwich, they are (left to right) Mr. Walter Jahn and Mr. Verne Elliott, American marketing experts, Mr. John Rudd, managing director of Berry Brothers & Rudd, owners of the brand; Mr. Charles Bechert, president of the Buckingham Corporation, sole selling agents for Cutty Sark in the United States; Mr. Norman Nicholls, export director of Berry Brothers & Rudd, and Mr. John Macphail, managing director of Cutty Sark (UK) Ltd. Shipments of Cutty Sark to the American market alone last year were worth more than £8,500,000.

Cancellation of 'Licences of Right'

UNDER SECTION 36 of the Patents Act, 1949, notice is hereby given that the endorsement 'Licences of Right' upon the undermentioned patent was cancelled on October 28.

NUMBER	GRANTEE	SUBJECT-MATTER
931,415	The Carborundum Company Limited	Improvements in sanding blocks.

GORDON GRANT,
Comptroller.

The Patents Office,

Production of primary aluminium

A WHITE PAPER (Cmnd. 3819) 'Industrial investment: the production of primary aluminium' was published on November 6. It is available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, price 1s. 3d., or by post (1s. 7d.) from HMSO, PO Box 569, London, S.E.1.

Note:

Mr. Anthony Crosland, President of the Board of Trade, made a statement in the House of Commons on July 24, about the siting of the three aluminium smelters. He said that loans to two companies would be made under the Industrial Expansion Act, subject to the approval of Parliament. The President added that details of the necessary schemes and a fuller statement, would be laid before Parliament in the autumn.

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Clearance of Bankrupt Stock

SALE BY TENDER

of

150,000 industrial 2½-gallon PLASTIC BUCKETS
(in units of 1,000)
25,000 two-handled 3-gallon PLASTIC BOWLS
(in units of 500)

Documents, Location and Viewing Times from

LESLIE E. MILLS,
Auctioneers,
Dedham, Colchester, Essex. Tel. Dedham 2142

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
November 12	Miscellaneous stores	Command Ordnance Sub Depot, Reed Hall, Colchester Essex.	Fenn, Wright & Co., (Dept. L), 146 High Street, Colchester. (Tel. 73171).

Machine tools; miscellaneous vehicle spares; Rolls-Royce, Commer and Fetter engines; charging sets; generating sets; Coventry Climax fire pumps; pneumatic concrete breakers; 3-ton portable runways with chain block and tackle hoists; miscellaneous hand tools; batteries; musical instruments; scrap metals and rubber; collapsible wooden boxes; office and household furniture; clothing including women's blue slacks, skirts and raincoats; greatcoats; BD blouses and trousers; web belts, anklets, packs and haversacks; groundsheets and other general stores.

November 19	Miscellaneous stores and equipment	Youth Club Building (adjacent to indoor bowling club), Riverside, Chatham.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101).

Machine tools including shaping and slotting machines; Ward and Herbert combination turret lathes; Swift, Denham, Churchill-Redman SS and SC lathes; milling and drilling machines; grinders etc; water distillation plant; concrete mixers; road roller; air compressors; petrol engines; welding and pumping sets; fork lift truck; steel packing pallets; Milton steel racks; tradesmens' hand tools; motor vehicle spares; rubber tyres; prismatic binoculars; telescopes; watches; wood packing cases; scrap ferrous metal; large quantity glass; crockery and kitchen and table utensils; leather ankle boots; white and coloured blankets; greatcoats; men's drawers; shirts; BD blouses; trousers; jackets; woollen and mixed rags; carpets; mattresses; haversacks; large quantity furniture and other general stores.

November 26	Industrial equipment, miscellaneous stores	Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Sons (Dept. L), 52 Merrion Street, Leeds 2. (Tel. 053-2-20838.

Fork lift trucks; compressors; generators; charging sets; lathes; drilling and grinding machines; woodworking machines; pumping sets; steam cleaner; cranes; weighing machines; MT assemblies; industrial tractors; trailers; towing ambulances; transporting and lifting equipment; electric cable; wireless and signal equipment; testing instruments; pneumatic tools; hand tools and tool kits; tyres; fire fighting equipment; safes; wood and metal boxes; screw cutting and reamer sets; portable runways, 3-ton; gravity roller conveyors; ironmongery; musical instruments; household and kitchen equipment; respirator and webbing haversacks; raincoats; tents; carpets; rugs; curtains; groundsheets; web equipment; kit bags; rope; rags; mattresses; palliasse and bolster cases; battledress; greatcoats; shirts; shoes and ankle boots; chairs; tables; wardrobes; lockers; beds; desks; forms; dressing chests; bedside tables etc., and large quantities of miscellaneous stores.

December 3	Vehicles, miscellaneous stores	Auctioneers premises	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).

Bedford Utilecon, minibus, 3-ton cargo trucks and 31 seater coaches; Austin 1-ton trucks; Brockhouse 10-cwt. and 1-ton trailers; Morris J2 vans; 7-ton Eagle trailer; Muirhill dumper (4½ cu. yd.); David Brown tractors; Fowler Challenger tractor, fully tracked; Taylor Jumbo crane; Sankey 10 cwt. trailers; toilet trailer; Marshall-Perkins P4 road roller; AEC Matadors; Austin, Morris, Ford, Land Rover road springs; portable 3-ton runway; Hillman Huskys; Morris Minor 1000; BSA 500cc motor cycles; 160 lbs. tents; MT and electrical spares; hand tools; miscellaneous clothing; furniture; kitchen equipment; large quantity ankle boots; and many items of other general stores.

Catalogues of the above sales obtainable from the relevant auctioneers about two weeks prior to and up to the dates of sales, price 1s. 0d. (postal order only).

WRIST WATCHES

A large quantity of OMEGA WRIST WATCHES are to be sold at the Ministry of Defence auction sale to be held at CHATHAM on November 19, 1968. They will be sold in Lots of 1, 10 and 20. Catalogues, price 1s. 0d. (postal order only) obtainable from the auctioneers: Fuller, Horsey, Sons & Cassell, 10 Lloyds Avenue, London, E.C.3.

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sale to be held at BARLOW on November 26, 1968. They will be sold in sizes and most lots will not exceed 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers: Bartle & Son, 52 Merrion Street, Leeds, 2.

NISSEN HUTS

100 NISSEN HUTS sizes 16 ft. by 36 ft. and 24 ft. by 66 ft. are to be sold at the Ministry of Defence auction sale to be held at BARLOW on November 26, 1968. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers Bartle & Son, 52 Merrion Street, Leeds, 2.

SALES BY TENDER

GENERATORS

Paxman Diesel Generating Set 100 KW 400/3/50, 181 amps, 1,000 r.p.m. with Exciter and Control Panel mounted on 24 ft. × 8 ft. 4-wheeled trailer. Located at Pyestock, Hants.

Crossley Premier/EEC 2470 KVA Diesel Generating Set, 4150/3/50/60 with Alternator, Ancillaries and Engine Spares. Located at Wolverton, Bucks.

Bellis Morcom Steam Turbine 300 KW Generating Set 225/230 Volts. 1333/1304 Amps with field regulator and spares. Located at Portland, Dorset.

Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4aii(A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. November 21, 1968.

MACHINE TOOLS

Pillar drill; surface grinder; turret, capstan and centre lathes; vertical millers; hacksaw etc. Located at Chatham, Kent. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4bii(A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. November 28, 1968.

The Post Office as a nationalized corporation

THE POST OFFICE BILL was published on October 31. It is designed to change the status of the Post Office from that of a Government department to that of a nationalized corporation. Basically the new corporation will have the same responsibilities as at present, but a Minister of Posts and Telecommunications will have oversight of the new corporation and will take over the functions of the Postmaster-General with respect to broadcasting and certain other matters.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. **(Tel. 01-248 5757, *Ext.* 368 *or Telex No.* 886143).**

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+10
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+14
2nd quarter	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+14
3rd quarter	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—20
4th quarter	134 (1)	135	174	170	135	104	173	125	163	211	192	+ 49(1)	— 32	+ 5	+ 2
1968															
1st quarter	137 (1)	137	179	176	140	106	177	121	183	210	194	—106(1)	—116	+ 3	+46
2nd quarter	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 43	+12	Nil
3rd quarter						103									+ 5
1968															
March		138				107									
April		137				102									
May		138				100									
June		139				103									
July		139*				102									
August		141*				104									
September						102									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—169
3rd quarter			125·7	+5·6	122·1*	141·5*	187·4	580	182		209	196	
1968													
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·6	535	180		203	180	
May	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	139	123*	125·5	+5·3	121·9	141·6	186·8	580	180		210	188	
August	137*	126*	125·7	+5·7	121·8*	141·5*	187·4	585	179		209	199	
September			125·8	+5·9	122·5*	141·6*	187·9	575	186		208	201	
October								551*	195*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Office development statistics in the third quarter of 1968

IN THE third quarter of 1968 the number of office development permits issued by the Board of Trade totalled 197 and involved a total floor area of 4.0 million square feet, compared with 180 permits and 4.8 million square feet in the second quarter, and averages of 128 permits and 2.1 million square feet in the previous three quarters, for which comparable figures on the new exemption limits are available.

The total floor space for which permits were issued in the third quarter was offset, according to statements by the applicants for the permits, by about one and a half million square feet of existing office space, which would be demolished or taken out of office use. This area to be relinquished was a little less than in the second quarter, but well above the average in the previous three quarters.

This series of statistics was introduced by an article in the *Board of Trade Journal* of September 27, 1968. In addition to the analysis by regions of permits issued, which was shown in Table 1 of that article and is brought up to date in the accompanying table, statistics for selected sub-divisions of the South East and West Midland planning regions were given in Table 2, and a size analysis of permits issued was shown in Table 3. The statistics in Tables 2 and 3 will be brought up to date when figures for the year 1968 are available.

REGIONAL TOTALS

Unit of area: thousand square feet

	Total (The Four Regions) Region			South East Planning Region			West Midland Planning Region			East Midland Planning Region			East Anglia Planning Region		
	Number of Permits	Area		Number of Permits	Area		Number of Permits	Area		Number of Permits	Area		Number of Permits	Area	
		Gross	Relin-quished		Gross	Relin-quished		Gross	Relin-quished		Gross	Relin-quished		Gross	Relin-quished
1965 August-December	175	2,701	1,070	165	2,665	1,056	10	46	14	—	—	—	—	—	—
1966 Year	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	9
1967 Year	726	9,171	2,720	525	7,697	2,289	103	1,076	161	61	534	175	37	464	95
1965 August-September	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th quarter	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st quarter	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd quarter	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd quarter	122	1,123	564	103	972	502	15	116	32	19	218	35	8	54	9
4th quarter	170	2,086	723	126	1,718	678	21	131	35						
1967 1st quarter	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	134	34
2nd quarter	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd quarter	128	1,561	617	100	1,152	554	15	239	60	8	96	Nil	5	74	3
4th quarter	131	2,538	715	116	2,216	633	9	161	43	6	145	9	7	179	44
1968 1st quarter	124	2,173	1,115	114	1,962	1,101	3	48	Nil						
2nd quarter	180	4,759	1,701	156	3,787	1,611	16	798	22	3	56	20	5	118	48
3rd quarter	197	4,039	1,541	181	3,650	1,509	8	257	7	3	29	10	5	103	15

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined. Horizontal lines indicate changes in regional coverage or in the exemption limit for permits affecting the comparability of the figures above and below the lines.

Notes to the Table

(1) **When control began.** In the London Metroplitan Region (included in the South East Planning Region) the control began in August 1965,, but with retrospective application to November 5, 1964, for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Journal* of August 5, 1966, page 324. The West Midlands Conurbation (included in the West Midlands Planning Region) was brought within the control from August 14, 1965, while the parts of the South East and West Midland Planning Regions not already controlled and the whole of East Midland and East Anglia Planning Regions came under control on July 21, 1966.

(2) **Area relinquished** comprises office floor space relinquished for demolition or change of use to non-office uses.

(3) **Change of coverage.** From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region (included in the South East Planning Region) where the lower limit continues to apply.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

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Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

Gold and convertible currency reserves during October

HM TREASURY announce that after loan service payments totalling £52 million, the gold and convertible currency reserves fell by £4 million during October to stand at £1,128 million at the end of the month.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade*, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Mr. T. E. Martin, First Secretary Commercial of The British Embassy, The Hague, is seen congratulating Mrs. Wijsman, wife of one of the franchise holders, after having cooked and presented her with the first Wimpy at the opening in Rotterdam on October 16 of the 562nd Wimpy bar in the world.

Retailers' stocks in September

THE VALUE of stocks held by retailers at the end of September showed an increase of 9 per cent compared with September 1967, thus maintaining the upward trend shown earlier in the year.

In volume terms, retailers' stocks were 5 per cent higher than in the corresponding month of 1967, a slightly larger increase than that recorded in the previous two months.

Estimate of levels and percentage changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153			
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2	+2	+5	+5	+6	+6	+8	+8	+9			
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128			
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1	+1	+4	+2	+3	+2	+4	+4	+5			

Note:

Retailers' stocks at end December 1960 were £993 million at current prices.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 1094 of October 25 issue.)

Retail sales in September

THE VOLUME of retail sales in the third quarter, after allowing for normal seasonal factors, was 1 per cent higher than in the second quarter of this year and not significantly different from the average level in the second half of 1967. Sales of durable goods shops, which fell markedly between the first and second quarters of 1968, recovered slightly in the third quarter when sales by volume were 4 per cent higher than in the second quarter. There were also increases between these quarters in the sales of food shops (1 per cent) and of clothing and footwear shops (about 2½ per cent) but a small fall (under 1 per cent) in the sales of other non-food shops.

After the high seasonally adjusted index number of the volume of retail sales in August (104), there was a fall in September when the index values, in unrounded terms was 102½ (shown as 102 in rounded terms). The high August figure owed something to special factors and the average of 103 in the three months July, August and September is probably a better indication of the underlying trend of sales.

VALUE OF SALES

Food shops

Most kinds of business engaged in food distribution showed much the same percentage increases in sales between the third quarters of 1967 and 1968, as they had done between the second quarters of these years. There was, however, a conspicuous 5 per cent increase in the sales of the grocery departments of co-operative societies in September compared with a year earlier, an increase which may be partly due to the fillip induced by the abandonment of resale price maintenance on cigarettes and tobacco in the last five days of the period. Some part of the 12 per cent increase in sales recorded by multiple grocers may be attributed to the same cause.

The high percentage increases in the turnover of dairymen throughout the third quarter were due to the increased retail price of milk compared with a year earlier; there was no corresponding increase in the volume of sales. Greengrocers and fruiterers, in total, no longer showed the decreases in sales compared with a year earlier which had been recorded in the first half of 1968.

Clothing and footwear shops

Although in the third quarter as a whole much the same rate of increase between 1967 and 1968 was achieved in clothing and footwear shops as was shown in the first half of the year, there was a sharp drop, particularly marked for women's wear shops, in this comparison for September itself when an increase of only 3 per cent was recorded, compared with increases of 9 and 7 per cent, respectively, in the previous two months. It is possible that the particular timing of the late summer bank holiday may have had an influence on the figures for August and September. Reports of the commodities sold by department stores also reflect a relatively poor month for women's and children's wear in September 1968.

Of the 4 per cent increase in the sales of clothing and footwear shops between September 1967 and 1968, about half is to be attributed to increases in prices.

Durable goods shops

For durable goods shops too, September was a relatively poor month for sales when compared with a year earlier, after the particularly buoyant sales in the previous two months. The fall off was very marked in the case of furniture shops, which showed a small decrease in sales compared with September 1967, a month which saw the beginning of the recent boom in consumer durables.

The partial fall away in September 1968 from the very large increases recorded in the previous three to four months was a feature of many other durable goods shops. The principal exception was electricity showrooms which recorded a very substantial increase in sales, largely attributable to an energetic campaign for the sale of household appliances which was launched that month.

The 3 per cent increase in the value of sales of durable goods

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
2nd quarter	102	101	102
3rd quarter	103	102	103
1967 August	102	102	103
September	102	102	102
October	102	102	102
November	104	103	105
December	105	104	105
1968 January	104	100	108
February	105	101	110
March	107	102	112
April	102	102	103
May	100	101	100
June	103	101	104
July	102	101	103
August	104	102	106
September	102	103	102

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
2nd quarter	107	106	108	104	106	110
3rd quarter	109	108	109	108	110	110
1967 August	103	103	104	104	104	105
September	103	103	103	102	106	102
October	104	104	104	99	109	105
November	106	105	106	106	110	105
December	107	107	107	106	111	107
1968 January	108	104	111	108	119	108
February	109	105	113	107	122	111
March	111	106	115	109	128	113
April	107	107	108	106	105	109
May	106	106	105	101	105	108
June	108	106	109	105	106	111
July	108	106	109	106‡	110	109
August	110	108	112	112	112	114
September	109	110	108	106	109	108

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

(‡) Revised figures.

shops between September 1967 and 1968 fell short of the estimated 5 per cent increases in prices over this period, so the volume of sales in September has been significantly lower than a year earlier, when the consumer durable goods sales boom was just beginning.

Mail order houses

The turnover of mail order houses in the third quarter was, on average, 5 per cent higher than in 1967, a lower rate of increase than in the first and second quarters of the year. Sales in the month of September increased by only 3 per cent, an increase which is low compared with previous experience, even in a kind of business which has proved to have had a volatile record in the past.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

September – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).
Figures for earlier periods appeared in the *Board of Trade Journals* of April 5 and August 9, 1968. 1966=100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	105 + 5	103 + 4	111 + 9	98 + 3
FOOD SHOPS	105 + 6	102 + 4	114 +11	98 + 3
Grocers	107 + 7(f)	103 + 4	118 +12	97 +5(f)
Butchers	102 + 5	..	..	..
Greengrocers, fruiterers	91 + 2	91 + 2	102 +14	74 — 9
Fishmongers, poulterers	93 + 2	..	..	..
Bread and flour confectioners	111 + 7(g)	110 + 5	112 + 9	..
Off-licences	100 + 9	98 + 6	102 +12	..
Dairymen	109 + 5	..	..	105 + 2
NON-FOOD SHOPS	105 + 5	..	..	..
Clothing and footwear shops	101 + 4	97 + 1	106 + 7	94 — 1
Footwear shops	106 + 3	104 + 2	108 + 3	100 — 3
Men's and boys' wear shops	97 + 5	101 + 4	95 + 7	86 + 2
Women's, girls' and infants' wear, drapery and general clothing shops	101 + 3	95 — 1	110 + 8	94 — 1
Large (c)	—	106 Nil	—	—
Medium (c)	—	97 — 2	—	—
Small (c)	—	91 Nil	—	—
Durable goods shops	107 + 3	100 + 1	120 + 6	100 + 1
Furniture shops	97 — 1	97 — 1	97 — 2	—
Large (c)	—	91 — 3	—	—
Medium and small (c)	—	99 Nil	—	—
Other durable goods shops	116 + 6	103 + 3	127 + 8	—
Electricity showrooms	148 +24	—	148 +24	—
Gas showrooms	123 + 3	—	123 + 3	—
Radio and television rental specialists	..	..	117 + 8	—
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	110 + 3	—	—	—
Miscellaneous non-food shops (b)	107 + 7	..	..	..
Confectioners, tobacconists, newsagents	110 + 8	110 + 9	104 + 5	—
Booksellers, stationers	..	107 + 7	..	—
Chemists, photographic goods dealers (d)	106 + 6	105 + 5	109 + 9	89 + 2
Jewellers	105 + 6	104 + 5	105 +11	—
Leather goods, sports goods, toys and fancy goods shops	113 + 7	..	..	—
Ironmongers and hardware shops	104 + 4	103 + 5	113 + 2	—
Other miscellaneous non-food shops	—	100 + 1	—	—
Department stores	104 + 5	—	—	—
Mail order businesses	104 + 3	—	—	—

* Rental specialists are no longer included in this kind of business.

Department stores

September was a poor month for department stores, although as has been previously noted, this was largely due to the lower value of sales of their women's wear departments. The sales of merchandise other than clothing continued to show substantial increases compared with a year earlier.

Miscellaneous non-food shops

The value of the sales of miscellaneous non-food shops in the quarter maintained the same rate of increase compared with a year earlier, as was recorded on average in the first six months of the year. The increase in prices in recent months has meant that there was some falling off in the rate of increase of the volume of sales. In September itself in most kinds of business in this miscellaneous non-food group other than confectioners, tobacconists and newsagents, turnover showed a lower rate of increase than had been achieved in the previous two months.

(*Continued on next page*)

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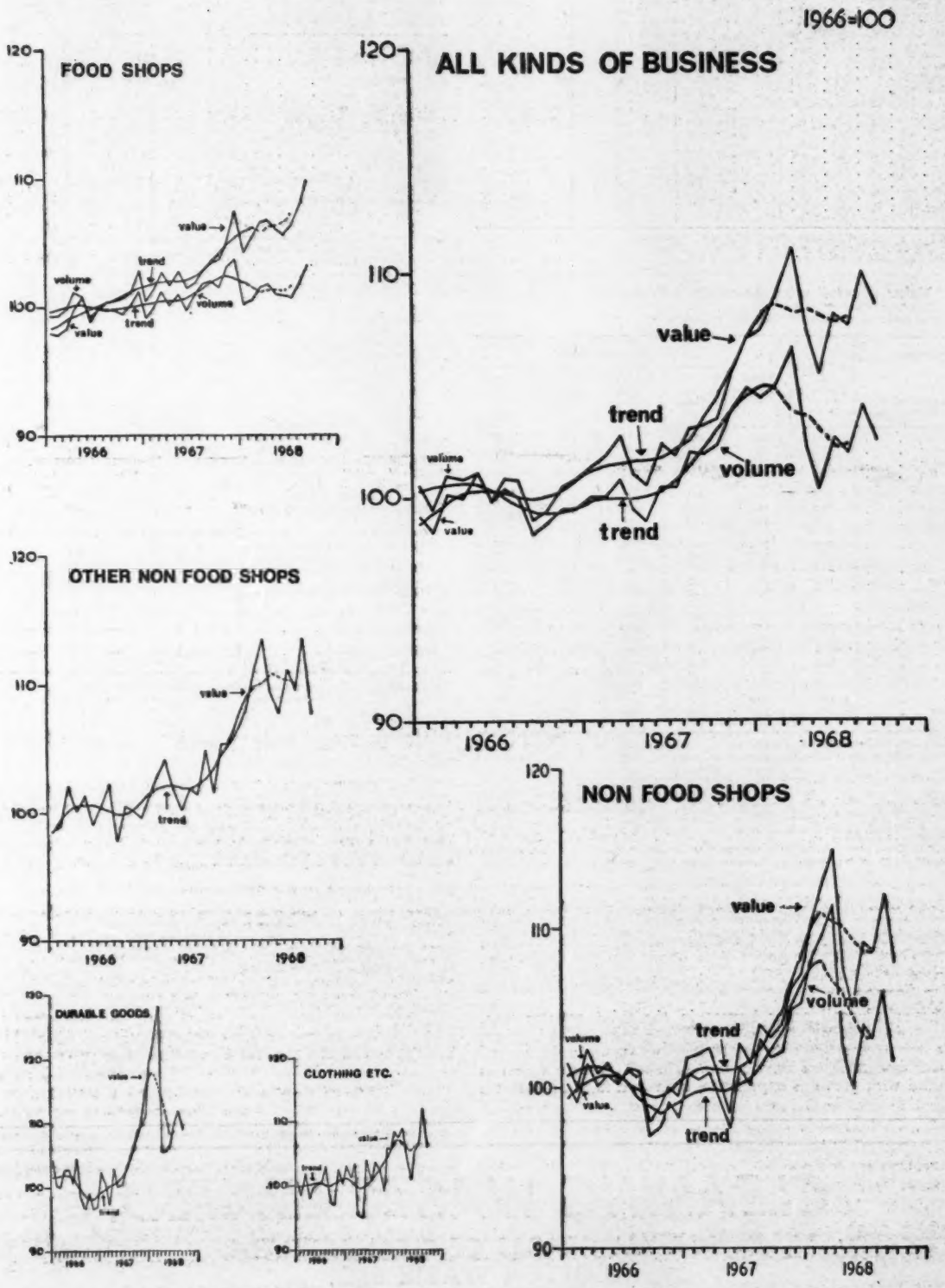
1966=100
FOOD SHOPS
ALL KINDS OF BUSINESS
OTHER NON FOOD SHOPS
NON FOOD SHOPS
DURABLE GOODS
CLOTHING ETC.
value
volume
trend
120
110
100
90
1966
1967
1968

Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume. 1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops: Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1967 Year	103	+ 3	101	+ 1	103	+ 3	101	+ 1	103	+ 3	102	+ 2	102	+ 2	104	+ 4	103	+ 3	104	+ 4	106	+ 6
1966 1st quarter	92		93		96		98		88		89		83		96		88		87		88	
2nd quarter	97		97		99		99		96		96		98		95		95		92		96	
3rd quarter	97		97		98		98		96		96		95		97		99		95		87	
4th quarter	114		113		106		106		120		118		124		112		118		125		129	
1967 1st quarter	94	+ 3	93	Nil	100	+ 4	99	+ 1	90	+ 2	88	— 1	84	+ 2	94	— 2	91	+ 3	88	+ 1	93	+ 5
2nd quarter	98	+ 1	97	— 1	101	+ 2	99	Nil	96	Nil	95	— 2	97	— 1	94	— 1	96	+ 1	93	Nil	101	+ 6
3rd quarter	100	+ 3	98	+ 2	100	+ 2	99	+ 2	99	+ 3	98	+ 2	97	+ 2	102	+ 5	101	+ 2	99	+ 4	91	+ 4
4th quarter	120	+ 5	118	+ 4	111	+ 4	108	+ 2	127	+ 6	125	+ 6	129	+ 4	125	+12	123	+ 5	135	+ 8	140	+ 8
1968 1st quarter	101	+ 7	98	+ 5	103	+ 4	99	+ 1	99	+10	97	+ 9	89	+ 6	116	+24	97	+ 7	100	+14	102	+10
2nd quarter	104	+ 6	99	+ 2	106	+ 4	100	+ 1	103	+ 7	98	+ 3	104	+ 6	99	+ 5	104	+ 9	99	+ 7	109	+ 8
3rd quarter	106	+ 6	100	+ 1	105	+ 5	100	Nil	106	+ 7	100	+ 2	102	+ 6	108	+ 6	109	+ 8	107	+ 8	95	+ 5
1968 July	107	+ 6	101	+ 1¶	105	+ 4	99	Nil	108	+ 7	103	+ 3	106	+ 6	110	+ 7	109	+ 8	123	+11	89	+ 6
August	105	+ 7	99	+ 2	107	+ 5	101	Nil	104	+ 8	98	+ 4	100	+ 8	106	+ 8	111	+ 9	94	+ 9	91	+ 7
September	105	+ 5	99	+ 1	105	+ 6	99	+ 1	105	+ 5	99	Nil	101	+ 4	107	+ 3	107	+ 7	104	+ 5	104	+ 3
1968 Year to date†		+ 6		+ 3		+ 4		+ 1		+ 8		+ 5		+ 6		+11		+ 8		+ 9		+ 8

(ii) Analysis by kind of business: value only.

Sales in 1966 – provisional estimates (£ million)	Food shops: Grocers (f) (£2,919)		Butchers (£724)		Greengrocers, fruiterers (£312)		Fishmongers, poulterers (£82)		Bread and flour confectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Clothing and footwear shops: Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
1967 Year	103	+ 3	101	+ 1	101	+ 1	99	— 1	104	+ 4	106	+ 6	104	+ 4	102	+ 2	100	Nil	102	+ 2
1966 1st quarter	96		101		92		98		97		81		99		79		87		82	
2nd quarter	99		96		113		102		99		83		100		105		99		97	
3rd quarter	98		96		102		97		100		87		99		97		95		95	
4th quarter	106		107		93		103		104		149		102		119		119		127	
1967 1st quarter	100	+ 4	102	+ 2	96	+ 4	100	+ 2	100	+ 4	87	+ 7	102	+ 3	81	+ 3	87	Nil	84	+ 2
2nd quarter	101	+ 2	98	+ 2	111	— 2	99	— 3	103	+ 3	87	+ 4	105	+ 5	102	— 3	97	— 3	97	Nil
3rd quarter	101	+ 3	96	— 1	103	+ 1	94	— 3	104	+ 4	91	+ 6	104	+ 5	99	+ 3	97	+ 2	96	+ 2
4th quarter	111	+ 4	110	+ 3	93	Nil	103	Nil	110	+ 6	157	+ 5	108	+ 5	125	+ 5	121	+ 2	132	+ 4
1968 1st quarter	104	+ 4	106	+ 3	93	— 3	99	— 1	105	+ 5	97	+11	108	+ 6	84	+ 3	93	+ 6	89	+ 6
2nd quarter	107	+ 5	101	+ 3	107	— 3	100	+ 1	111	+ 8	92	+ 6	107	+ 2	106	+ 4	102	+ 5	104	+ 7
3rd quarter	107	+ 6	100	+ 5	102	Nil	95	+ 1	111	+ 7	100	+ 9	109	+ 5	103	+ 3	102	+ 5	102	+ 6
1968 July	105	+ 5	99	+ 5	110	— 3	97	Nil	109	+ 6	100	+ 8	111	+ 5	104	+ 2	108	+ 4	106	+ 7
August	108	+ 5	100	+ 5	109	Nil	95	Nil	112	+ 7	99	+ 9	107	+ 5	96	+ 6	103	+ 7	100	+ 9
September	107	+ 7	102	+ 5	91	+ 2	93	+ 2	111	+ 7	100	+ 9	109	+ 5	106	+ 3	97	+ 5	101	+ 3
1968 Year to date†		+ 5		+ 4		— 2		Nil		+ 7		+ 9		+ 4		+ 4		+ 6		+ 7

(Continued on next page)

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

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Tel.: 0642 53677 Telex 58608
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Colman House, Victoria Avenue,
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Tel.: 0702 41341. Telex: 99288
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All requests for information and application forms for computers and ships should be addressed to Southend.

RETAIL SALES, TABLE 4, *continued*

Sales in 1966–provisional estimates (£ million)	Durable goods shops										Miscellaneous non-food shops																	
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists§ (£109)		Radio and electrical goods, etc., shops (*e*) (£333)		Confectioners, tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists, photographic goods dealers (*d*) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (*h*) (£160)	
1967 Year	100	Nil	116	+16	108	+ 8	109	+ 9	108	+ 8	103	+ 3	105	+ 5	103	+ 3	104	+ 4	102	+ 2	102	+ 2	103	+ 3
1966 1st quarter	94		91		95		106		97		94		93		86		78		70		93		95	
2nd quarter	99		95		94		98		89		96		84		96		83		84		99		104	
3rd quarter	99		98		101		98		94		101		91		102		96		103		98		93	
4th quarter	109		115		110		99		120		109		132		117		142		143		110		107	
1967 1st quarter	89	— 5	99	+ 8	98	+ 4	110	+ 5	96	Nil	97	+ 4	97	+ 4	87	+ 1	79	+ 1	72	+ 3	95	+ 2	98	+ 2
2nd quarter	93	— 6	104	+10	99	+ 5	103	+ 6	91	+ 2	98	+ 1	88	+ 5	96	+ 1	83	— 1	83	— 2	99	Nil	105	+ 1
3rd quarter	98	— 1	116	+19	111	+10	107	+10	104	+10	103	+ 2	96	+ 5	105	+ 3	97	+ 1	103	+ 1	101	+ 2	96	+ 3
4th quarter	118	+ 9	143	+24	124	+13	115	+16	140	+17	114	+ 4	137	+ 4	123	+ 5	158	+11	151	+ 5	116	+ 5	113	+ 6
1968 1st quarter	106	+19	154	+56	128	+31	127	+15	122	+27	100	+ 3	105	+ 8	95	+ 9	102	+28	76	+ 6	101	+ 7	104	+ 6
2nd quarter	99	+ 6	110	+ 6	101	+ 3	109	+ 6	96	+ 6	106	+ 2	93	+ 6	104	+ 8	92	+11	90	+ 9	107	+ 9	113	+ 8
3rd quarter	101	+ 3	137	+18	112	+ 1	119	+11	111	+ 6	111	+ 8	105	+10	113	+ 7	106	+ 9	111	+ 8	106	+ 5	100	+ 4
1968 July	108	+ 6	131	+10	104	+ 1	118	+11	112	+ 8	112	+ 8	101	+10	115	+ 6	103	+11	100	+ 5	104	+ 5	100	+ 5
August	100	+ 6	131	+18	107	— 1¶	121	+14	111	+ 9	112	+ 8	107	+12	119	+10	109	+10	121	+10	110	+ 6	98	+ 6
September	97	— 1	148	+24	123	+ 3	117	+ 8	110	+ 3	110	+ 8	107	+ 7	106	+ 6	105	+ 6	113	+ 7	104	+ 4	100	+ 1
1968 Year to date†		+ 9		+26		+11		+11		+13		+ 7		+ 8		+ 8		+15		+ 7		+ 7		+ 6

*Average 1966 prices. ‡Independent retailers only. †January—September. §Multiple retailers only. ¶Revised figures.

Footnote to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by September 1968 sales was the five weeks from August 25, 1968 to September 28, 1968, the corresponding period in 1967 was from August 27, 1967 to September 30, 1967. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

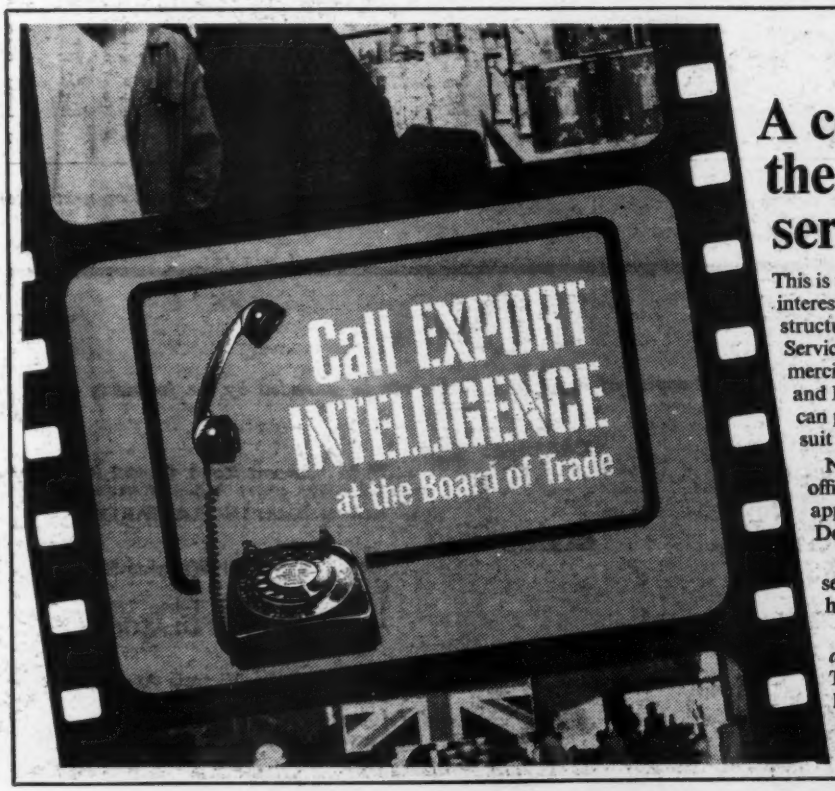
(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.



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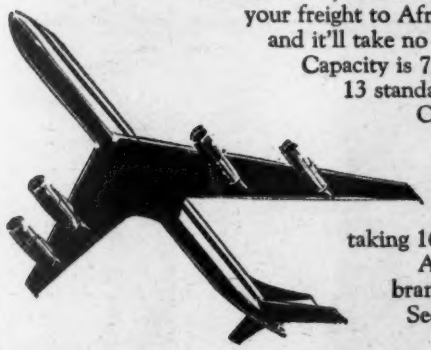

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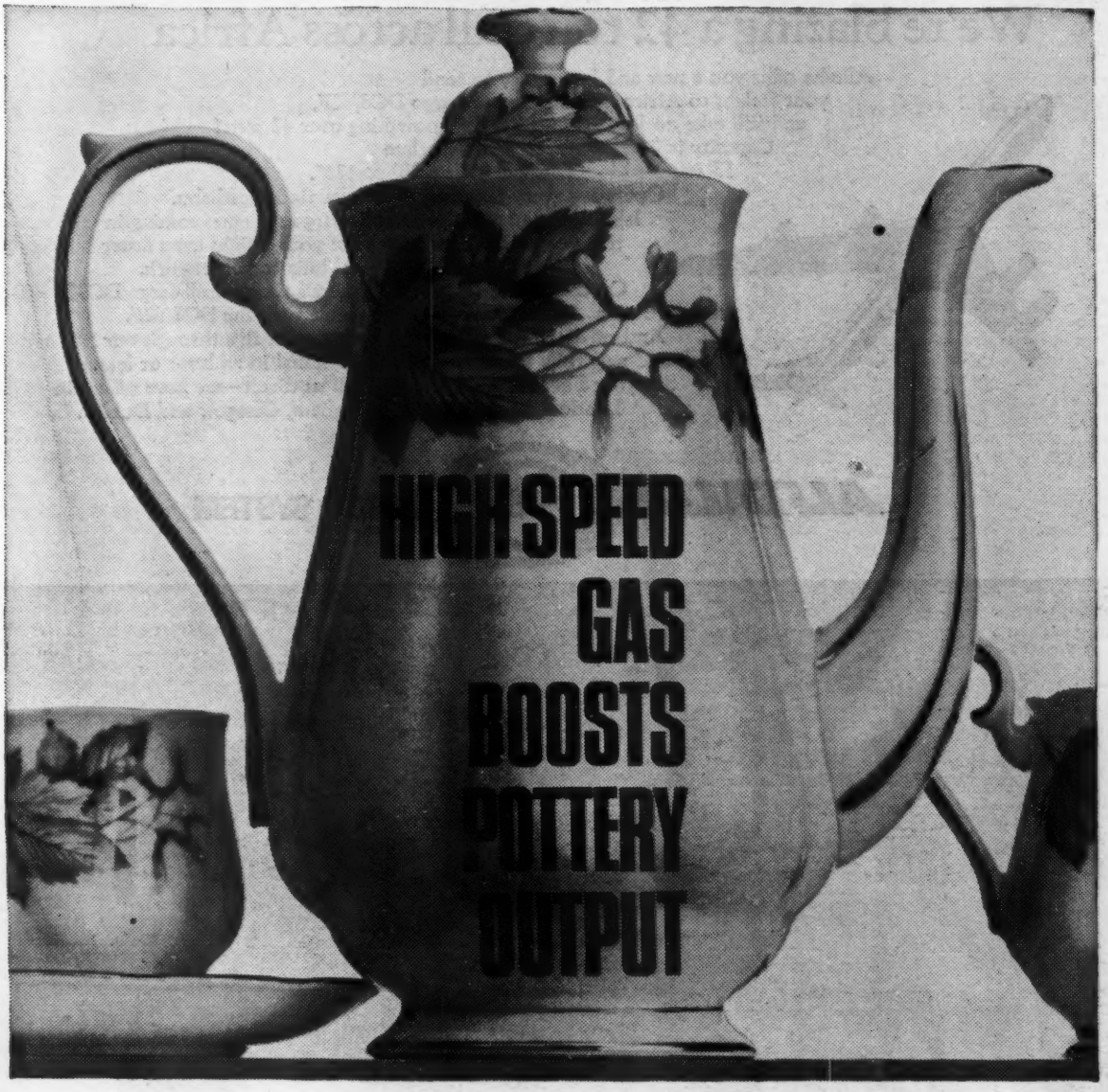

"Firing" time was halved and output considerably increased when a series of new "top hat" kilns were installed at the Royal Albert China Works. These gas fired kilns, developed between the Gas Industry, Shelley Furnaces Ltd. and Allied English Potteries, have meant that more and more top quality china can be produced in the same very limited amount of floor space—and with major cost reductions too.

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HIGH SPEED GAS

DEPENDABLE ENERGY FOR INDUSTRY

Hire purchase and other instalment credit business in September

NEW INSTALMENT CREDIT extended by shops and finance houses in the third quarter of 1968 was, on a seasonally adjusted basis, 15 per cent higher than in the second quarter. This represents some recovery after the marked fall following the March Budget but new business was still below the high levels in the second half of 1967 and the first quarter of this year. Accompanying the higher level of new business there was, after allowing for seasonal factors, a small rise in the total debt outstanding of £8 million in the quarter following the fall of £28 million in the second quarter.

Finance houses

New credit extended by finance houses in the third quarter was 18 per cent higher than in the depressed second quarter. Compared with the third quarter of last year, when new credit had begun to rise, there was, however, a decrease of 12 per cent largely due to decreases of 22 per cent for credit for new cars and of 19 per cent for credit for used cars. In September itself the decrease on a year earlier was greater (24 per cent) than in July and August mainly because of the boost to business in September 1967 following the relaxation of hire purchase controls in August.

Debt outstanding to finance houses, seasonally adjusted, increased in the month and was, at the end of September, £9 million higher than at the end of June.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in the third quarter were 8 per cent higher than in the depressed second quarter, but at about the same level as in the second half of 1967. The September 1968 figure showed no change on a year earlier, after showing small increases in recent months, a change in experience largely due to the revival in sales last year following the relaxations in the hire purchase regulations which took effect on August 31. Sales by other durable goods shops increased by about 17 per cent between the second and third quarters, and in September 1968 were 8 per cent higher than in September 1967, even though the latter month was itself buoyant; this was partly the result of a special sales campaign launched about the middle of September this year by electricity showrooms.

Instalment credit sales by department stores were 1 per cent lower in September than in the corresponding month last year and, as for durable goods shops, this comparison is affected by the more buoyant conditions prevailing after August 1967.

On a seasonally adjusted basis the debt owed to durable goods shops and department stores fell by a further £1 million in the third quarter following the drop of £4 million in the second quarter.

Other instalment credit retailers

The instalment credit sales of mail-order houses, which account for the greater part of the credit business of this group of traders, were, in the third quarter, 5 per cent higher than a year earlier and followed an increase of 8 per cent in the second quarter.

Debt outstanding to this group of retailers remained unchanged during September.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1961	100	618	100	289	934	— 11
1962	86	569	105	290	887	— 47
1963	97	614	114	315	959	+ 72
1964	124	754	116	330	1,115	+156
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	147	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
2nd quarter	106	745	92	249	1,021	— 28
3rd quarter	125	754	99	249	1,029	+ 8
1967 September	155	707	101	247	979	+ 10
October	161	723	104	247	995	+ 16
November	167	740	106	247	1,013	+ 18
December	114	742	106	248	1,018	+ 5
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
March	138	769	130	252	1,049	+ 14
April	103	760	89	252	1,040	— 9
May	116	755	91	251	1,034	— 6
June	100	745	95	249	1,021	— 13
July	127*	745*	94	246	1,018*	— 3*
August			103	247		
September	121	754	101	249	1,029	+ 11
3 months ended June 1968	106	745	92	249	1,021	— 28
3 months ended September 1968	125	754	99	249	1,029	+ 8
Percentage change	+18	—	+8	—	—	—

*NOTE: Figures for July and August have been combined.

(*Continued on next page*)

HIRE PURCHASE, *continued*

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted series. £ million

Period	New Credit Extended			Repayments	Change in Debt
	By Shops (a)	By Finance Houses	Total		
1964	314	711	1,025	869	+156
1965	306	727	1,033	952	+ 81
1966	235	621	856	989	—133
1967	235	689	924	969	— 45
1964 1st Qtr.	82*	167	249	212	+ 37
2nd Qtr.	75	170	245	211	+ 34
3rd Qtr.	77	182	259	219	+ 40
4th Qtr.	80	192	272	227	+ 45
1965 1st Qtr.	79	183	262	230	+ 32
2nd Qtr.	76	186	262	237	+ 25
3rd Qtr.	75	180	255	244	+ 11
4th Qtr.	76	178	254	241	+ 13
1966 1st Qtr.	69	184	253	255	— 2
2nd Qtr.	61	173	234	257	— 23
3rd Qtr.	55	141	196	243	— 47
4th Qtr.	50	123	173	234	— 61
1967 1st Qtr.	53	132	185	237	— 52
2nd Qtr.	53	145	198	242	— 44
3rd Qtr.	61	201	262	250	+ 12
4th Qtr.	68	211	279	240	+ 39
1968 1st Qtr.	77	198	275	244	+ 31
2nd Qtr.	59	153	212	240	— 28
3rd Qtr.	64	180	244	236	+ 8

(a) Durable goods shops and department stores; not including other instalment credit retailers
*Fourteen weeks.

Mr. S. L. Edwards, CMG (right), Minister (Economic) British Embassy, Bonn, talking to Mr. R. E. Haddingham of Slazengers Ltd. who has been unanimously re-elected president of the European Sports Manufacturers Federation for a further two year period.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 3. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240			
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26			
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781			
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047			

Table 3a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 3	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047			
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179			
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227	1,226			

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

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Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
2nd quarter	86	+ 4	104	+ 8	110	Nil	201	+ 8	85	+ 2	124	+ 6
3rd quarter	96	+ 4	102	+ 3	102	— 1	175	+ 5	84	+ 2	120	+ 4
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 4	180	+12	61	— 2	110	— 2
March (a)	78	—12	86	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	100	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24
April	83	+ 1	102	+ 7	108	+ 3	188	+ 2	86	+ 7	119	+ 2
May	88	+ 3	109	+ 5	113	— 4	208	+ 7	88	— 6	128	+ 4
June (a)	87	+ 8	101	+12	109	+ 1	205	+14	83	+ 4	125	+10
July	94	+ 6	116	+ 5	103	Nil	164	+ 6	86	+ 2	117	+ 5
August	93*	+ 6*	91	+ 5	93	+ 1	167	+ 7	80	+ 6	114	+ 6
September (a)	100	Nil	101	— 1	109	— 2	191	+ 3	84	— 1	127	+ 1

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc. goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
2nd quarter	86	+ 4	71	+ 3	98	+ 6	77	— 4	80	+ 5	80	+ 8	81	+ 3	93	+ 5	72	+ 6
3rd quarter	96	+ 4	79	+ 1	109	+ 6	90	+ 1	83	—1	79	Nil	86	— 2	109	+ 8	84	+ 4
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+28	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+32	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58
April	83	+ 1	69	— 1	94	+ 2	75	Nil	81	+ 4	84	+11	78	— 2	87	— 2	70	+ 2
May	88	+ 3	72	+ 2	101	+ 6	78	— 8	81	+ 6	81	+11	81	+ 2	98	+ 3	77	+ 7
June (a)	87	+ 8	72	+ 8	98	+10	77	— 5	80	+ 5	76	+ 2	83	+ 7	95	+13	70	+ 7
July	94	+ 6	81	+ 5	103	+ 7	93	+ 3	86	+ 5	82	+ 9	90	+ 3	102	+ 7	79	+ 3
August	93*	+ 6*	77	+ 6	106*	+ 7	85	+ 6	81	+ 4	77	+ 5	85	+ 3	106*	+ 8*	85	+11
September (a)	100	Nil	79	— 6	116	+ 4	90	— 4	82	— 9	80	— 9	84	— 9	118	+ 8	83	Nil

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.
*Revised figures

(Continued on next page)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

HIRE PURCHASE, *continued*

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor-cycles, side-cars, power assisted cycles (£38 million)		Caravans new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	— 14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	— 23	117	— 14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	— 15
1967 Year	152	+ 16	137	+ 17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+ 11
1967 1st quarter	110	— 36	95	— 30	80	—23	22	— 53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	— 26
2nd quarter	140	— 25	135	— 17	100	— 9	59	— 10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	— 13
3rd quarter	183	+ 67	177	+ 70	88	+13	57	+ 47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+ 44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+ 81
1968 1st quarter	184	+ 67	155	+ 63	116	+45	44	+ 96	134	+38	92	— 2	192	+12	74	+36	164	+28	139	+ 48
2nd quarter	135	— 3	142	+ 6	106	+ 6	53	— 9	170	+24	91	— 9	185	— 9	63	+17	163	+21	125	+ 3
3rd quarter	143	— 22	144	— 19	89	— 1	54	— 5	172	+25	111	—17	155	—12	66	+18	144	+16	122	— 12
1967 January	107	— 37	78	— 31	73	—24	16	— 55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	— 26
February	106	— 35	95	— 29	75	—21	22	— 54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	— 26
March	117	— 37	112	— 30	92	—22	29	— 51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	— 24
April	118	— 36	111	— 26	93	—16	44	— 26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	— 19
May	134	— 35	126	— 25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	— 19
June	167	— 2	167	— 1	99	— 2	62	— 11	150	—12	103	—12	193	+13	35	— 5	144	— 3	137	— 1
July	194	+ 1	181	+ 14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+ 72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+ 93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+ 94
December	94	+123	78	+ 29	72	+43	26	+ 85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+ 36
1968 January	163	+ 53	123	+ 58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+ 43
February	181	+ 71	158	+ 67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+ 50
March	207	+ 76	183	+ 63	141	+54	54	+ 85	182	+29	107	— 8	208	+ 2	74	+40	171	+40	160	+ 50
April	124	+ 5	137	+ 23	101	+ 9	52	+ 19	147	+17	88	—17	174	—22	63	+33	165	+24	120	+ 10
May	149	+ 11	156	+ 24	121	+13	55	— 21	191	+39	99	+12	220	+13	68	+19	183	+43	140	+ 18
June	133	— 21	134	— 20	94	— 5	53	— 14	172	+15	85	—18	160	—17	56	+ 2	142	— 2	116	— 15
July	126	— 35	158	— 13	99	+10	57	— 6	189	+32	108	—19	169	— 1	69	+28	165	+32	128	— 9
August	178	+ 2	146	— 13	88	Nil	60	+ 5	174	+26	116	—15	169	— 4	68	+24	143	+19	130	— 3
September	124	— 31	129	— 29	80	— 7	46	— 15	153	+16	108	—16	127	—31	62	+ 4	124	— 2	108	— 24

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, November 1, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Mrs. Brown You've Got a Lovely Daughter	Br/E 33585	95	October 28	Metro-Goldwyn-Mayer Pictures Ltd.	Ivorygate Films Ltd.
Look at Life Series 38:					
Where Have All the Butterflies Gone?	Br/E 33589	10	October 30	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Mining Review No. 3 – 22nd Year	Br/E 33603	11	November 1	Data Film Distributors Ltd.	National Coal Board.
Movietone News 2055	Br/E 33365	10	November 1	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2055A	Br/E 33366	8	November 1	" "	" "
Pathe News 68-87	Br/E 33417	7	November 1	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-88	Br/E 33418	7	November 1	" "	" "
FOREIGN					
The Birds, The Bees and the Italians	F 33584	115	October 28	Warner-Pathe Distributors Ltd.	Dear Film Productions, Rome.
The Dress	F 33586	88	October 29	Contemporary Films Ltd.	Svensk Filmindustri, Stockholm.
Father	F 33587	95	October 29	" "	Hungarofilm, Budapest.
Rachel, Rachel	F 33588	101	October 30	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
The President's Analyst	F 33590	103	October 30	Paramount Pictures (UK) Ltd.	Panpiper, Goldman and Kagan.
The Silent Screamer	F 33591	17	October 30	" "	Paramount Pictures Corp.
Come Back to Erin	F 33592	17	October 30	" "	" "
Jamaica	F 33593	17	October 30	" "	" "
Marvin Digs	F 33594	6	October 30	" "	" "
The Opera Caper	F 33595	6	October 30	" "	" "
Africa Yesterday and Tomorrow	F 33596	16	October 30	" "	" "
Flemish Seascape	F 33597	14	October 30	" "	" "
My Daddy the Astronaut	F 33598	7	October 30	" "	" "
The Stuck Up Wolf	F 33599	7	October 30	" "	" "
Forget-Me-Nuts	F 33600	6	October 30	" "	" "
Brother Bat	F 33601	7	October 30	" "	" "
Images	F 33602	7	October 30	" "	" "

AMENDMENT TO THE REGISTER

The title of the film 'The Doctor Speaks' (F 33245) registered on June 7, 1968, has been amended to 'The Right to be Born'.

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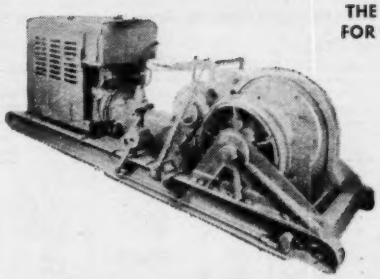

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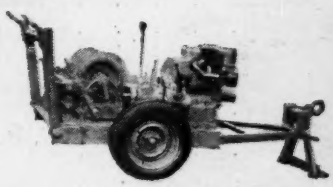

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Car and commercial vehicle production in September

The text – relating to these figures was given in last week's issue (page 1172).

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded production

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
2nd quarter	13	258,793	221,040	479,833	36,910	66,754	37,711	104,465	8,036
3rd quarter	13	214,713	170,847	385,560	29,658	56,719	31,750	88,469	6,805
1967 July	4	63,245	31,344	94,589	23,647	17,018	9,625	26,643	6,661
August	4	60,019	31,119	91,138	22,784	14,035	5,961	19,996	4,999
September	5	86,914	42,761	129,675	25,935	24,958	11,733	36,691	7,338
October	4	85,851	34,731	120,582	30,146	23,185	11,003	34,188	8,547
November	4	85,633	43,324	128,957	32,239	20,792	11,157	31,949	7,987
December	5	96,272	56,699	152,971	30,594	23,867	12,343	36,210	7,242
1968 January	4	80,547	41,470	122,017	30,504	18,685	9,254	27,939	6,985
February	4	80,167	62,901	143,068	35,767	19,941	11,731	31,672	7,918
March	5	109,211	93,259	202,470	40,494	28,429	16,236	44,665	8,933
April	4	81,243	64,085	145,328	36,332	20,210	11,400	31,610	7,903
May	4	83,620	68,899	152,519	38,130	21,493	12,275	33,768	8,442
June	5	93,930	88,056	181,986	36,397	25,051	14,036	39,087	7,817
July	4	59,255	48,896	108,151	27,038	16,287	8,948	25,235	6,309
August	4	57,327	42,343	96,670	24,918	13,235	8,108	21,343	5,336
September	5	98,131	79,608	177,739	35,548	27,197	14,694	41,891	8,378

(*Table 2 at foot of next page*)

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds. 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI)

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 - Telex 37572).

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LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (Waterloo 2371 – Telex 22737/8)

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SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 - Telex 44203).

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SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division 42 Park Place (Cardiff 30441 Telex 49327)

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Production of man-made fibres in September

TOTAL PRODUCTION by weight of man-made fibres in September was 32 per cent more than in September 1967. Within the total, output of continuous filament was 24 per cent more and staple fibre 40 per cent more.

Total deliveries of man-made fibres in the third quarter of 1968 were 29 per cent more than in the same quarter last year.

Deliveries of continuous filament to the home trade were 29 per cent more than in the third quarter of 1967; deliveries for broad weaving and for industrial purposes were 24 per cent and 13 per cent more respectively, for weft knitting 54 per cent more and for warp knitting 32 per cent more.

Deliveries of staple fibre to the home trade during the third quarter of 1968 were 17 per cent more than in the same period of 1967; within the total, deliveries to the cotton spinning industry were 18 per cent more and to the wool spinning industry 1 per cent less. Deliveries to the flax spinning industry were 52 per cent more.

In the three month July-September, deliveries of continuous filament for export were 31 per cent more than a year ago and represented 22 per cent of total filament deliveries during the period (21 per cent in the third quarter of 1967). Export deliveries of staple fibre were 48 per cent more than in the third quarter of 1967 and represented 43 per cent of total deliveries of staple (37 per cent in the third quarter of 1967).

CAR PRODUCTION, *continued*

Table 2. Production – seasonally adjusted

The seasonally adjusted production series has been adjusted to exclude the effect of regularly recurring influence (e.g. holidays) but the figures still reflect the effect of factors that do not recur regularly (e.g. strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	For home market	For export	Total	For home market	For export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·5	52·4	143·9	24·1	14·6	38·7
2nd quarter	89·3	53·7	143·0	23·0	14·9	38·0
3rd quarter	85·7	51·7	137·4	22·0	15·7	37·7
4th quarter	59·7	50·7	110·3	17·7	14·1	31·8
1967 1st quarter	71·1	50·7	121·8	17·8	13·5	31·3
2nd quarter	78·7	49·3	127·9	19·5	11·7	31·2
3rd quarter	85·9	44·2	130·1	21·8	10·6	32·4
4th quarter	93·8	43·8	137·6	22·8	10·7	33·5
1968 1st quarter	83·4	60·0	143·3	21·3	12·0	33·4
2nd quarter	74·9	66·5	141·4	20·1	12·0	32·1
3rd quarter	86·7	70·0	156·7	21·8	12·3	34·1
1967 July	86·5	45·2	131·6	22·0	11·2	33·2
August	88·9	46·7	135·6	22·1	11·1	33·2
September	82·4	40·6	123·0	21·2	9·5	30·8
October	91·5	38·4	123·0	23·4	10·5	33·9
November	94·3	44·8	139·1	22·4	11·1	33·5
December	95·4	48·2	143·6	22·4	10·5	33·0
1968 January	87·2	43·6	130·8	20·0	10·2	30·2
February	80·7	60·8	141·5	20·9	12·1	33·0
March	82·2	75·5	157·7	23·1	13·9	37·0
April	78·3	63·9	142·2	20·6	12·4	33·0
May	75·4	66·3	141·7	20·3	12·0	32·3
June	71·0	69·2	140·2	19·3	11·7	31·0
July	81·9	70·2	152·1	21·1	11·6	32·8
August	85·8	63·4	149·2	21·0	13·1	34·1
September	92·4	76·2	168·7	23·3	12·0	35·3
Average of: April to June 1968	74·9	66·5	141·4	20·1	12·0	32·1
July to Sept. 1968	86·7	70·0	156·7	21·8	12·3	34·1
Percentage change	+16	+5	+11	+9	+2	+6

Man-made fibre production

million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1967 (Quarterly average)	109·6	129·2	238·8
1967 2nd quarter	110·0	130·8	240·8
3rd quarter	101·8	113·3	215·2
1968 2nd quarter	135·1	163·3	298·4
3rd quarter	124·9	159·8	284·7
1967 July	34·9	39·4	74·3
August	32·1	34·2	66·2
September	34·8	39·8	74·6
1968 July	42·9	55·7	98·7
August	38·9	48·4	87·2
September	43·1	55·7	98·8

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Deliveries of continuous filament yarns (b)

(thousand lb. actual weight)

	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Total home trade	Exports as yarn (a)	Grand total
1964	87,133	56,831	42,625	95,732	13,257	295,578	94,556	390,133
1965	89,080	55,159	47,151	106,019	12,793	310,202	87,227	397,428
1966	90,622	68,182	46,100	107,233	17,353	329,490	75,787	405,277
1967	75,444	87,255	55,764	107,766	19,606	345,835	91,504	437,339
1967								
1st qtr.	20,145	22,302	12,395	25,374	3,883	84,099	22,174	106,273
2nd qtr.	19,976	20,961	13,718	27,683	4,726	87,065	24,616	111,681
3rd qtr.	15,956	18,668	12,785	24,941	4,212	76,561	20,954	97,515
4th qtr.	19,368	25,324	16,865	29,768	6,784	98,109	23,760	121,869
1968								
1st qtr.	22,848	28,971	16,835	28,574	5,285	102,513	28,308	130,821
2nd qtr.	22,922	29,197	17,576	28,936	5,251	103,882	26,894	130,775
3rd qtr.	19,803 (c)	28,829	16,895	28,270	4,887	98,683	27,506	126,189

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(b) From January 1968 a revised classification of end-uses was introduced; from the first quarter of 1968, therefore, the figures for deliveries to individual industries may not be precisely comparable with those for earlier periods.
(c) Includes 2,674 thousand lb. for carpets and rugs.

Deliveries of staple fibre

(thousand lb. actual weight)

	Spinning				Total home trade	Exports (a)	Grand total
	Cotton	Wool	Flax	Other systems and sundries			
1964	136,654	127,352	38,296	47,275	349,578	110,359	459,937
1965	125,728	125,493	29,419	53,983	334,624	116,110	450,734
1966	114,825	125,622	28,345	56,461	325,254	125,666	450,919
1967	105,527	128,226	42,039	61,186	336,977	179,947	516,924
1967							
1st qtr.	25,234	29,523	8,684	13,721	77,162	44,653	121,815
2nd qtr.	25,328	31,524	11,519	16,644	85,014	50,332	135,346
3rd qtr.	22,979	28,142	9,221	14,190	74,532	43,808	118,340
4th qtr.	31,986	39,037	12,615	16,632	100,269	41,154	141,423
1968							
1st qtr.	28,770	35,843	13,274	19,670	97,557	50,207	147,764
2nd qtr.	27,483	32,593	12,570	22,632	95,278	57,022	152,299
3rd qtr.	27,020	27,953 (b)	14,030	18,133	87,135	64,991	152,126

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(b) Woollen spinning 16,360 thousand lb.; worsted spinning 11,593 thousand lb.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Exhibitions and Fairs

Significant success of sales of British Products in Sweden as result of British Week, Stockholm

'INCREASED TRADE in one direction creates increased trade in the other way' – thus Mr. Eric Soderberg president of the Nordiska Kompaniet store, and chairman of the British/Swedish Chamber of Commerce, underlined the importance that Swedish retailers attach to the immense business done through the British Week in Stockholm, when he introduced the speakers at a meeting of the Chamber in London, on October 31. About 200 Swedish retailers and agents heard details of some of the business done in Stockholm and other parts of Sweden before and during the Week given by Mr. Anthony Vine, Director of the Board of Trade British Week Office in Stockholm.

The British Week, he said, was only part of the operation which had begun with the setting up of the British Week Office in April 1967.

'No one in his right mind goes to a store and asks it to stock for a British Week alone' Mr. Vine said, 'What we want it to do is to stock up for the autumn season, bearing in mind the effect the pre-Week publicity, activity during the Week, and post-Week goodwill will have on sales throughout the entire period. If the store sells all the British products before the Week opens then so much the better – it can always re-order.'

Continuing, Mr. Vine said that no one concerned for the future of British exports advised a British manufacturer visiting Sweden not to take orders for delivery months before the beginning of the Week. It was hoped that he would sell and sell again and again before the Week arrived. If the job had been done properly he believed that they should have had a positive effect upon British exports since January 1968.

'It may be that we had an effect even before then,' he added. 'One representative of a leading store has suggested that even as early as August last year when we were analysing the department stores purchasing patterns, we were prompting them to look afresh at their attitude to British goods.'

Post-Week activity

Mr. Vine went on to say that members of the British Week Office were attempting to determine how the department stores fared so far as British products were concerned in the nine months before the Week. In addition they were circulating a selected range of British manufacturers, their local agents and subsidiaries, and asking for a comparison of their performance in the first nine months of this year as compared with last. They were also asking if there were any special features they could report on about the Week. Their studies were not completed but already the reports were proving to be interesting.

He said that one department store in anticipation of the Week ordered British goods to a retail value of £1 million for its autumn season. Yet in many lines it had already exhausted its stocks in advance of the Week and had to place repeat orders.

Another leading department store had said that in the first nine months of this year it had sold the same value of British goods as in the whole of 1967. By the end of this year it was estimated that sales should be up by at least 30 per cent. Not all of this could be attributed to devaluation.

Mr. Anthony Crosland, President of the Board of Trade, (right) discusses a point with Mr. R. Gijers, (left foreground) managing director of the PUB department stores, Stockholm and Mr. Anthony Vine, director, British Week Stockholm, during a tour of the store on the occasion of the Week.

'A similar escalation of interest is indicated in the few reports we have received so far from British manufacturers,' he said. 'One leading clothing manufacturer has reported that sales in the first nine months of 1968 were up by 81 per cent compared with the same period of last year. For instance a clock exporter who did no business in this market before May 1968 has reported that in the five months thereafter he sold 9,000 clocks and is now well established in 40 shops in the Stockholm area. He admits that but for the British Week he would not be in Sweden and that this may well become his most important market.'

A household name in vacuum cleaners had reported that in the whole of 1967 they sold only 234 vacuum cleaners in Sweden. In the first 27 days of September they sold 353. This firm's business in the first eight month of 1968 was up by 13 per cent compared with the first eight months of 1967; in September it was up by 86 per cent and, what was most encouraging the firm believed that they would hold this percentage increase through the balance of this year. A large part of this firm's success it was stated was due to contacts the British Week Office had made with large retail organizations.

A cigarette manufacturer who had been active in the Swedish market had also produced some interesting information on the firm's performance in the months June to September 1968 as compared with the corresponding period of last year. 'In these four months sales were up by 7.5 per cent, 31 per cent, 15 per cent and for September – 65 per cent. In the rest of Sweden the increase for these four months were 3 per cent, 21 per cent, 5 per cent and 35 per cent.

The Week itself

Referring to the Week itself, Mr. Vine said that the position was equally heartening. One of the dominant retail groups was so impressed with the Week that it had promised to submit its own report to the Ambassador, to the Export Council for Europe and to the President of the Board of Trade. They had already informed the British Week Office that sales during the Week were up by 18 per cent compared with last year. Sales of cosmetics increased by 35 per cent and 'After Eight' mints rose by 370 per cent. Similar successes were scored by a leading line of canned foods. Sales of gramophone records were up by 54 per cent. It was also reported that they had practically sold out of fashion merchandise and were re-ordering on a massive scale.

'What is also very significant', he added, 'is that this volume of turnover has been maintained during the weeks following the British Week.

'A second leading department store has reported that sales during the Week were up by 13 per cent and here again this increase continues to be maintained. They have branches elsewhere in the country in which they held British Week promotions and where sales increased by as much as 22 per cent. Lines which did very well were all types of men's clothing, particularly outer garments and medium-priced ladies' dresses. Another well-known clothing group tells us that on the first Saturday of the Week sales rocketed in the various branches and departments by as much as 42 per cent, and taking the Week as a whole, sales were up by 20 per cent.

'The same success stories had been received from the food chains. A well known but select chain increased its turnover by 50 per cent

during the Week and this level was again being maintained. Lines which they found to be in great demand were Crosse and Blackwells soups and marmalades, Bass beer, biscuits, cheese and, again, "After Eight" mints.

'Another food chain records that during each of the two weeks spanned by the British Week, sales were up by 20 per cent compared to the norm. What is more important is that during the nine days of the Week sales of British products rose by 500 per cent and I assure you that this is a large chain and our normal sales to it are by no means insignificant. They believe that they will settle down to a level of Sw.Kr. 100,000 per week, an increase of over £210,000. Lines which did particularly well were Simpsons ready foods, cheeses, Tiptrees marmalades and a whole host of confectionery and chocolate. New products were taken from Robertson and Heinz. Over nine British cheeses were sold.

'Another large food chain reported that during the Week sales of British food products rose by 1,600 per cent, and again the previous figure was by no means insignificant. These sort of increases could perhaps be expected in the emotional atmosphere of a British Week but they believed it would settle down to an increase of 100 per cent.

'You will notice that cheese has figured amongst the success stories. This is very interesting because we were told that British cheese was unsuited to the Swedish palate and there may well be a very large market to be exploited by the British manufacturers,' said Mr. Vine.

Turning to the figures for British exports to Sweden Mr. Vine said that a critical study of exports of those products which could be said to be influenced by British Week showed an increase of £4.6 million pounds – an increase of approximately 20 per cent – during the first nine months of 1968 as compared with the same period in 1967. Devaluation had been expected to increase our exports by about 10 per cent, and this was borne out by the increases we had seen in the adjoining Scandinavian countries where there were numerous similarities with Sweden. 'We are entitled to say,' he said 'that the additional 10 per cent increases in Sweden over and above the effects of devaluation was due to the British Week. In hard cash this is worth nearly £2¼ million.'

The British Week, he added, may have had an even greater effect but £2¼ million was a very satisfactory result which on a cost-effective basis fully justified the holding of the British Week.

Plans for following up the success of the British Week were outlined by Mr. J. Lister, British Weeks Directorate, Board of Trade, in the absence of Mr. A. B. Savage, Director British Weeks. Mr. Lister enumerated three aspects of the follow-up campaign – (1) continuing commercial relations on an ever-increasing scale through normal channels; (2) a second round of visits to all commercial outlets which would be arranged by the British Embassy on the lines of the pre-Week operation organized by the Board of Trade; and (3) manifestations in support of the follow-up. These would take three forms: (i) exhibitions: eight joint venture events had already been proposed and four more are probable; (ii) store promotions; and (iii) outward and inward missions.

UK firms take £250,000 sample orders at New York sportswear show

By D. F. Elliott, Consul (Commercial), British Consulate-General, New York

THE LARGEST display of British menswear ever shown in the United States was staged at the National Association of Men's Sportswear Buyers' Spring Show at the McAlpin Hotel in New York, from October 20 to 23. Twenty-two British manufacturers of men's outer clothing and sportswear sponsored by the Clothing Export Council took part in the event under joint venture terms with the Board of Trade. The British pavilion, which drew about two thousand buyers from all over the United States as well as Canada, was acclaimed a great success by buyers and exhibitors alike. Sample orders worth more than a quarter of a million pounds were taken by the British participants during the show.

This was the fourth time in 18 months that British clothing manufacturers have taken part as a group in the twice yearly (Spring and Autumn) NAMSB shows in New York. On this occasion the group chose to exhibit together in show booths arranged on an open floor plan in one of the hotel's ballrooms. The arrangement lent itself well to the promotion of Britain as a fashion leader in menswear and succeeded in highlighting the British exhibits among the more than four hundred American menswear exhibitors at the show. Strategically located alongside the registration lobby, the British pavilion was attractively decorated with Union Jack umbrellas and travel posters, and a soft drinks bar and tea counter offered hospitality to visitors.

Among the many compliments paid to the collective British exhibit was that of an American manufacturer who, finding that he no longer had a British competitor in a neighbouring showroom at the hotel, complained regretfully of the loss of traffic on his floor. The best tribute however came from the exhibitors themselves who were overwhelmingly in favour of again participating jointly in a British pavilion at the next NAMSB show in March, 1969.

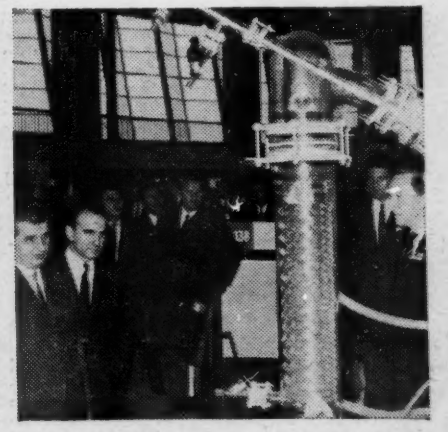
John Sarsfield, the Clothing Export Council's menswear merchandiser, who planned and co-ordinated the British display, was well satisfied with the results of the venture. He considered the immense interest shown in menswear from Britain and the volume of orders taken a remarkable achievement for a Spring market show. The prospects for developing the North American market next year seem more promising than ever and plans are already being laid for a concerted drive during the first three months of 1969. These include collective sales displays in Montreal in January, at the Menswear Retailers of America Convention and Exhibition in Chicago in February, followed by a showing at the Warwick Hotel in New York, and an

(*Continued on foot of next page*)

MORE SCENES FROM THE BRITISH INDUSTRIAL EXHIBITION, BUCHAREST

Lord Brown, Minister of State, Board of Trade, on the stand of Roman Machine Tools Ltd., at the British Industrial Exhibition at Bucharest, where he saw demonstrated the Morfax Linerider copying system on a Matchmaker milling machine.

The President of Rumania, Nicolae Ceausescu, examining cloth produced by a Stone-Platt machine at the British Industrial Exhibition in Bucharest. Left background: Sir John Chadwick, Ambassador in Bucharest, second right: James Fazekas, Vice-President, Council of Ministers.



Mr. Nicolae Ceausescu, Rumanian Head of State (second from left) during his visit to the stand of Q.V.F. Limited, chemical engineers of Stoke-on-Trent, at the British Industrial Exhibition. The company's export manager, Mr. G. H. Price, is on the far right.

Over 200 United Kingdom firms exhibit at 'Machevo'

Seen on one of the stands at the Royal Dutch Industries' Fair are (left to right) Mr. S. Grainger, technical sales manager, Deloro Stellite Ltd.; Mr. G. Langer of the British company's agents R. S. Stokvis & Zonen N.V., Rotterdam; Mr. T. E. Martin, First Secretary Commercial, British Embassy, The Hague and Mr. E. Jarman, technical director, Council of British Manufacturers of Petroleum Equipment.

THE SEVENTH international exhibition covering the entire field of apparatus and equipment for the oil, chemical, petrochemical, pharmaceutical, natural gas, food allied and processing industries was held in the Royal Dutch Industries Fair 'Machevo' complex at Utrecht from October 16 to 23. Also on display was apparatus and equipment for air purification water and refuse processing.

'Machevo' has grown remarkably since its inception in 1952 and displays now occupy an area of 285,000 square feet, covering the four exhibition halls. The principal factor which explains the widespread attraction of this event is its international character, which allows buyers from many countries to make a comparative survey of a wide range of equipment available from other countries.

This year's exhibition attracted more than 1,500 firms from a number of European countries, and the United States. One hundred and eighty British manufacturers were represented and another 24 participated in a collective exhibit sponsored by the Council of British manufacturers of Petroleum Equipment and the Board of Trade. On a bright and well planned site, British exporters took the opportunity to show to existing and potential customers what Britain has to offer to process industries.

Guests were invited to visit the joint venture stand, to see for themselves, to discuss specific matters and problems and to attend demonstrations. One or two exhibitors took the opportunity to meet and appoint agents.

The chemical industry is the fastest growing in the Netherlands and its turnover for 1968 is expected to reach 7,000 million guilders. This expansion provides excellent opportunities for British exporters of all types of equipment. Britain enjoys a good reputation in the Dutch processing industries as our equipment is sound and our prices competitive.

Some of the 'Machevo' participants reported having made excellent contacts among buyers that might otherwise have been missed.

The Fair is held every three years and can be now regarded as one of the major exhibitions of its kind in Europe.

SPORTSWEAR SHOW, *continued*

even larger British pavilion at the NAMSB Autumn Show in March.

The British menswear showing at the Hotel McAlpin, New York was preceded by an exploratory visit to the West Coast earlier in October in which a group of seven manufacturers, sponsored by the Clothing Export Council in conjunction with the British National Export Council, took part. The mission's objective was to investigate the market prospects for British menswear in the Los Angeles and San Francisco areas.

International exhibitions in Moscow, 1970

THE USSR Chamber of Commerce has issued the following preliminary details of two international exhibitions to be held in 1970. Neither the precise dates, nor any further information, are at present available.

'Modern Equipment and Technological Processes in Light Industry'

It is planned to demonstrate at this exhibition – machinery and equipment, process charts for the production of natural and man-made fibre fabrics, knitted articles and clothing; natural and artificial leather and footwear manufactured from same; modern control and measuring devices; equipment and appliances for mechanization and automation of technological processes and process control; standard equipment for factory laboratories; transport facilities and auxiliary equipment and materials.

May – June 1970. MOSCOW.

'Chemistry'

It is planned to display at this exhibition – machinery, equipment and process charts for the manufacture of new chemical materials, chemical fibres, synthetic materials, plastics and other polymeric materials used in national economy; modern control and measuring devices and instruments used in the manufacture of synthetic materials and articles; machinery, equipment and process charts for the production of mineral fertilizers, chemicals for pest control and for application in livestock breeding, and also machinery and equipment for transport, loading and unloading and storing chemical products; standard equipment for agrochemical and factory chemical laboratories; the application of polymeric materials in mechanical engineering, construction and transport; specimens of synthetic building materials, various kinds of mineral fertilizers including trace fertilizers.

September 1970. MOSCOW.

The Board of Trade is not at this stage inviting applications from firms; but any firm which would wish to have further information, as it becomes available, may register its preliminary interest with Mr. R. H. Edmondson, Trade Fairs Branch (Tel. 01-222 7877, Ext. 2787).

German store display of British products

A BRITISH store promotion scheduled to last a week, at the departmental store of Klaus Hahn KG., Soltau nr. Hanover, was opened on October 3 by Mr. D. W. Hennessy, British Consul-General in Hanover.

After a press conference and reception which were extremely well attended, the Consul-General and other guests were taken on a conducted tour of the store. A good variety of British goods were on display and the range of display provided by the Board of Trade was used to the utmost advantage.

Among the several supporting attractions on display during the first three days were the Rolls-Royce FAB I, a London double decker bus and vintage taxi, also a selection of BMC vehicles and a Jaguar 'E' type Coupé. Yardleys of London also provided their attractive bus, furnished to resemble a ladies beauty parlour, as well as their products on a stand inside the store.

The Band of the 11th Hussars (PAO) was in attendance during the morning of the opening day in the forecourt.

Evaluating exhibitions

HOW CAN we measure the results of an exhibition? This and other questions about the evaluation of exhibitions were discussed at a one-day symposium presented on November 1 at the Hilton Hotel by the Association of Exhibitors and Conference Managers in the presence of many representatives of exhibitors, exhibition organizers, designers and others concerned with all aspects of exhibition life.

Chairman of the morning session was Mr. H. F. Hedley (Shell Mex and BP), deputizing for Mr. John Sharman, chairman of the Association of Exhibitors and Conference Managers, who was abroad. In the afternoon the chair was taken by Mr. Michael Woolley, editor of 'Conferences, Exhibitions and Executive Travel'. The principal speakers were Mr. Roy Watson, advertising manager of Goodyear Tyre and Rubber Co. (Great Britain) Ltd., Mr. E. C. R. Fawcett, director of Joseph Lucas (Export) Ltd., Mr. J. Stewart, director, Richard Lonsdale-Hands Associates Ltd., and Mr. T. E. Rees, chairman of Industrial Exhibitions Ltd.

Difficulties of evaluation

The difficulties of evaluating the results of an exhibition were stressed from the platform as well as by many who joined in the discussions which followed the contributions of the main speakers. Due account must be taken of the different reasons firms have for participating in exhibitions, e.g. to show new machinery or products to the widest possible audience, to meet new customers and prepare the ground for a future sales campaign, to support existing agents or to look for new agents. Any actual cost benefits may well not show up until many months after an exhibition, even if they can then be attributed directly to the exhibition. What is certain is that participation in an exhibition should be part of an overall campaign of promotion, market research, contact and follow-up.

The Association of Exhibitors and Conference Managers, who arranged the symposium, is an organization which aims to further the interests of exhibitors and provide them with a formal negotiating body in all matters relating to exhibitions.

EXPORT PROSPECTS IN LATIN AMERICA

Wide interest in Brazil and Chile has resulted from the State visit of HM The Queen and HRH Prince Philip from November 5 to 18. The articles in this supplement describe economic expansion in Brazil and Chile and market opportunities for British businessmen in these areas.

Brazil — a nation confidently developing

Contributed by the Commercial Department, British Embassy, Rio de Janeiro

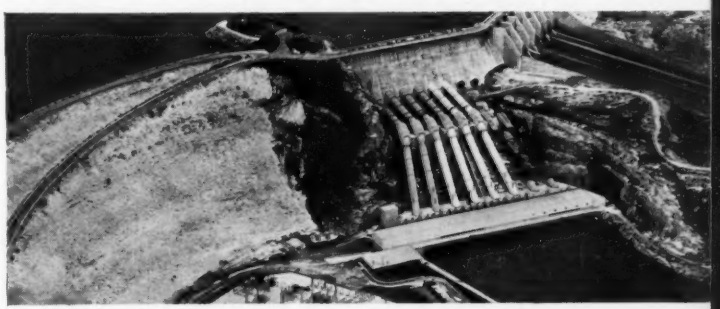
BRAZIL IS A NATION restlessly and confidently on the move. Production is expected to increase this year by 6 per cent with industrial production up 12 per cent, a pace of development nothing unnusual for recent years. This rate of progress, in a country of over three and a quarter million square miles and 90 million souls, inevitably means that many kinds of resources are acutely overstretched. But to the Brazilians the important thing is the growth and not the growing pains; few of them seriously doubt that they can keep this up even if no one, least of all the planners, can be quite sure how it will be managed.

This is the vast, striving country which HM The Queen and HRH Prince Philip will visit from November 5 to 11. President Costa e Silva, their host on this State occasion, presides over a Federation which is politically one, but geographically many territories. The visit begins with informal calls at two tropical cities of the old colonial North-east, Recife (old Pernambuco) and Salvador da Bahia, in a region only now, under the impact of new governmental initiatives and resources, awakening from a century of post-colonial torpor. The formal programme begins in Brasília, the Federal capital; a unique and justly famous grouping of modern buildings but, more than this, a city of half a million inhabitants which 10 years ago was a wilderness and which continues to grow, despite efforts to control the influx, by tens of thousands of families each year. From this new metropolis, planted squarely in Brazil's vast central uplands, the Royal party will move on to São Paulo. Said by one authority to be the world's fastest growing city, Brazil's industrial centre stands on the Tropic of Capricorn, high on an inland ridge looking south towards the Pole, with a Mediterranean climate and the atmosphere of a European industrial centre. The man of São Paulo, the 'Paulista', is no dreamer; he is a doer first and foremost. His city with its cars, buses and lorries, virtually all of them made within 30 miles, stuck perennially four abreast in the world's first permanent traffic jam; with its crumbling stucco villas sandwiched between tower blocks; and with factories and workshops sprawling in disorderly profusion on its outskirts, sharply underlines the virtues and limitations of intuitive enterprise given its head.

Only after this exercise in contrasts will the Royal party move on to Rio, the capital of Brazil until 1960; still, and likely to remain, its chief banking and commercial centre; still, eight years after the inauguration of Brasília, the home of most of the Government's economic departments; and quite certainly one of the most superbly situated and scenic cities of the world. Here, in the place which most Brazilians still think of as the showplace of their country (and, some would say, the place good 'Paulistas' go to when they die), Her Majesty will return the President's formal hospitality before flying onward to Chile.

The State visit is happily timed to mark the renaissance of Anglo-Brazilian commercial and financial relations. These have a long history. When the Emperor of Portugal, fleeing from Napoleon in 1808, threw open Brazil's ports to world trade and allowed the establishment of manufacturing industry, British ships and British goods quickly became a familiar feature of daily life in the coastal cities. With exchange earned mainly from the export of dominant cash crops, first sugar and later coffee and rubber, Brazil imported virtually all her manufactured needs until the end of the last century when British goods still accounted for over half of all her purchases abroad. The two world wars destroyed this British commercial dominance and opened the way to rising competition from other European industrial powers, the United States and, since the Second World War, Japan. By 1966 Britain contributed only 3 per cent of Brazil's total purchases abroad. But the past year has seen a reversal of our fortunes, and by the middle of 1968 United Kingdom exports to Brazil already equalled the figure for the whole of the preceding year.

Artist's impression of the projected Rio-Niteroi bridge, to be financed partly from a loan negotiated by N. M. Rothschild & Sons of London.



The Furnas hydro-electric plant which George Wimpey & Co. Ltd. helped to construct.

Motores Perkins factory, São Paulo, Brazil.

Our aircraft manufacturers led the counter-attack with sales worth £20 million in the past 12 months; but the improvement covers a wider spectrum and reflects belated realization in Britain of the untapped potentialities of the Brazilian market. Hard on the heels of these successes have come two major British financial initiatives, whereby Brazil will purchase ships' and shipyard equipment, structural steel for the projected Rio-Niteroi bridge, and a variety of other capital goods on credit provided by a consortium of British commercial banks through the agency of N. M.

British Aircraft Corporation supplied this 1-11 *aircraft for the personal use of the President of Brazil.*

Rothschild & Sons of London. These credits, likely to cover purchases by Brazil totalling in the region of £40 million, have in their turn re-awakened Brazil to the role of the City of London as an efficient and intensely competitive financial centre. There is also now a far wider appreciation of our increased competitiveness over a wide range of industrial goods, and of the many technological advances in which we have led the way. All this points to a sustained improvement in our export performance to Brazil.

The expedition by a hovercraft, sponsored by the Geographical Magazine, from the Amazon up the Rio Negro, through the natural Casiquiare Canal and down the Orinoco into Venezuela, made a considerable impression at a moment when much interest is focused on the need for rapid development of the Amazon region. The uses of hovercraft in this enormous, water-laden country were further emphasized by a series of very effective demonstrations of the SRN 6 in Rio de Janeiro last June. Negotiations are now proceeding for the purchase of several of these craft for use in Brazil.

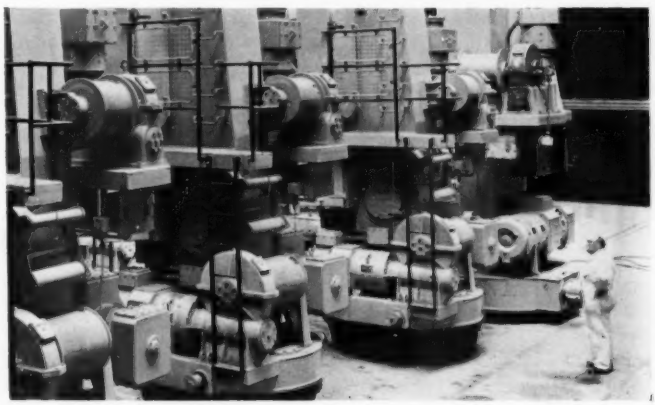
Brazil is feeling her way forward towards the nuclear age. It was early recognized that even the huge hydroelectric resources now being tapped in the centre and south of Brazil could not for long meet the rising demand for electric power which is an eloquent indicator of the growth of Brazilian industry. Already power is being brought to the main consuming centres over distances close to the economic margin, and there is little doubt that eventually in Brazil, as in Britain, the future lies with nuclear power. Our position as the biggest user to date of commercial nuclear power has impressed the Brazilians but intense competition will have to be overcome if we are to get major contracts. More important for a wider sector of exports, the ancillary requirements of nuclear power in fuels, materials, instruments and equipment of all kinds may in the future offer multiple opportunities.

The interest shown in these highly technological sectors illustrates a Brazilian dilemma which is at the same time our opportunity. Having made one rapid industrial advance during the First World War (when the number of industrial plants in Brazil doubled in four years) and having completed, during and after the Second World War, the achievement of self-sufficiency over practically the whole light and medium engineering field, Brazil now produces almost all her own transport equipment, consumer durables and the middle range of industrial machinery. But there are limits to the degree of self-sufficiency which even a country of this size can achieve in a market of 90 million inhabitants of whom poverty keeps a substantial proportion outside the market. Brazilian industry is now moving forward into multiple specializations which depend for their efficiency on access to the most modern technology and types of plant and equipment. Here the cost penalties and waste of resources associated with local design and manufacture, or even local manufacture under licence, of highly sophisticated equipment are becoming increasingly acute. It is this situation, coupled with the facilities offered by an efficient export finance system, which offers our exporters their chance. The latest manufacturing plant, instruments, materials and processes of all kinds are finding increasingly valuable outlets in Brazil.

These circumstances, and the growing interest in the Latin American market now evident in Britain, led to the decision to stage a major British industrial exhibition in São Paulo from March 5 to 16, 1969. The response to this initiative taken by the Britsh National Export Council for Latin America has been enthusiastic, and the first major British industrial exhibition in continental South America for 40 years already has an aura of success four months before its doors are due to open.

With all its opportunities Brazil is not without its frustrations for the businessman. Attempts by successive Governments to control and channel finance, trade and investment have set up a tangled bureaucracy which takes vast experience to penetrate. New resources are taken up at such a rate that there is never much cash or credit around; the typical Brazilian business hoists itself up by its own shoestring. But enthusiasm and confidence are unquenchable and are the real fuel of industry. An inquiring eclectic and vigorous younger generation is now beginning to move into positions of power, bringing with it new ideas and fresh approaches. There are no easy killings to be made in Brazil but, as so many of our competitors have proved in the past two decades, a steady pull can bring satisfying rewards.

Five-ton electric cargo cranes made by Clarke Chapman in the final stages of assembly prior to shipment to Brazil.

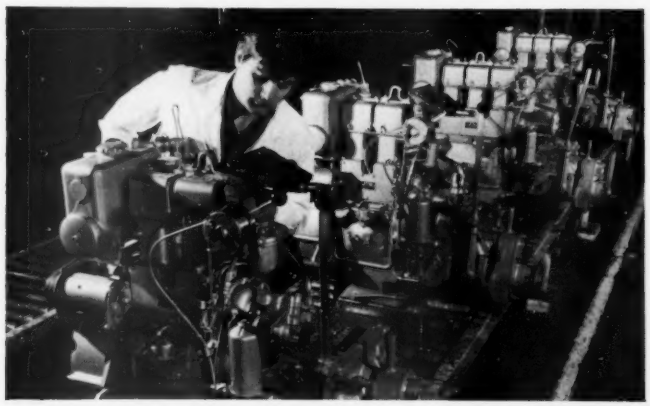


The new Silver 90 *muffled stoper, to be introduced by Holman Brothers Ltd., Camborne, Cornwall, at the British Industrial Exhibition in São Paulo.*

Chile — a friendly but difficult market

Contributed by the Commercial Department, British Embassy, Santiago

A Hawker Siddeley aircraft of Chile Airlines.



Marine diesel engines receiving a final check at the Dursley factory of Lister Blackstone Marine Ltd., a Hawker Siddeley company. Part of a £¼ million order from the Chilean Government, the diesel engines are the propulsion units for fishing boats. Since 1960, the company has supplied over 1,000 marine engines to Chile.

One of the many Ford '5000' tractors currently being used by Chilean farmers.

THE QUEEN'S VISIT to Chile is focusing attention on one of Britain's traditional but more remote trading partners. It seems a good moment to recall the past, examine the present and contemplate the future.

From the early days of Chilean Independence (1820) there have been strong economic links with Britain. Firms such as Williamson Balfour, Duncan Fox and Gibbs & Co. were established in the years following independence and even when the British traveller Mary Graham visited Valparaiso in 1822 she recorded that 'the English shops are the most numerous'. The Pacific Steam Navigation Company introduced a regular service between Liverpool and Valparaiso in 1869, and the forerunner of the Bank of London and South America established itself in the country at about the same time. When the nitrate industry opened up the Northern deserts of Chile at the turn of the century, it was British pioneers – like the colourful Colonel North – who had done the spade-work and it was Britain who became Chile's main market. With the crash of the nitrate industry in the 30's of this century, the copper industry took its place and copper became Chile's staple export. And once again Britain is a leading market, buying nearly £30 million of Chilean copper annually.

In recent years the centre of industry and commerce has moved from Valparaiso to Santiago, which has always been the centre of Government, and living standards of both industrial and white collar workers have risen very rapidly. The *per capita* income is now well over $500 per head. An effort has been made to increase agricultural production, particularly in the fertile central zone of the country, where fruit and wine are providing increasingly good export lines. The standard of living of the farm workers is now also rising relatively fast. In an attempt to redistribute land and improve production, a controversial Agrarian Reform Act has been introduced by the present progressive Government (formed by the Christian Democrat Party headed by President Frei's team of highly 'professional' ministers). Social and economic conditions are being transformed through taxation measures and greater government participation in trade and industry. There is a widespread desire to accelerate the rate of development and to minimize the dependence on foreign goods. Almost all consumer goods are now prohibited from importation into Chile (except to a limited extent in the 'privileged' zones of the extreme north and south – where life is harder than elsewhere). In short, the market is relatively small and foreign competition strong; but the opportunities and the friendliness are there – despite the toughness of the obstacles.

How are we measuring up to these changing and challenging circumstances? The short answer is 'pretty well, but still not well enough'. For more than a decade British exports to Chile had been jogging along at the level of about £10 million a year; in 1967 they were up more than 25 per cent and the rise in 1968 looks like

At groundbreaking ceremonies for the new £20 million bleached kraft pulp mill of Industrias Celulosa Arauco, Chilean President Eduardo Frei (second from right) is accompanied by (left to right) Senator Tomas Pablo, Finance Minister, and Arauco chairman Andres Zaldivar, vice-chairman Guillermo Carey, director Eladio Susaeta, and general manager Paul Levine. The Parsons & Whittemore-Lyddon organization is building the mill and will manage its operations.

being even greater. Broadly speaking, this progress is due to two types of developments.

The first is the increasing number of joint British and Chilean enterprises – businesses in which British capital and know-how is matched with a local contribution which enables the Chileans to feel that these are their own industries. Among the British firms successfully operating in this way are Unilever, British Ropes, Duncan Fox (who have a string of Chilean companies such as Textil Viña manufacturing under Chilean names), Coates, ICI and several others.

The second development is the increasing amount of really advanced technical equipment which we are selling to Chile. Recent successes have included large sales of aircraft (both civil and military), telecommunications, mining equipment and agricultural machinery (where we hold 80 per cent of the tractor market); prospects are good in such other sophisticated fields as radar, steelworks machinery, nuclear desalination plants (for the desert areas of the north) and off-shore oil-drilling rigs (for the Tierra del Fuego region where the natural oil and gas deposits on the land are drying up). The vast majority of this business has been supported by British governmental credit insurance and much has been financed by merchant banking houses of the City.

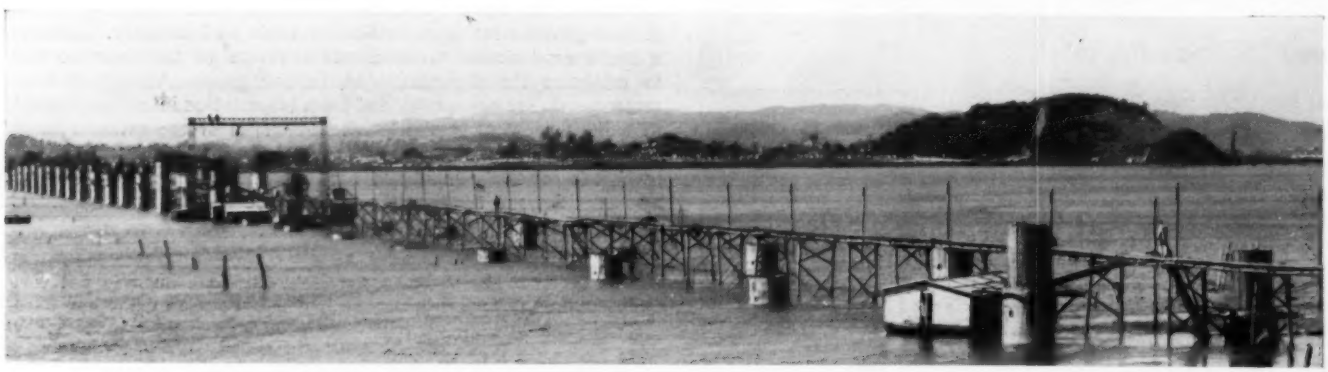
The British Government has a technical assistance programme in Chile costing some £100,000 a year. Some of this money has been spent – at the request of the Chileans – on feasibility studies by British consulting firms and experts in fields as varied as irrigation and tourism. These studies point the way to future development projects in which British industry may expect to play a part. Our expertise has also been utilized dramatically in the field of bridge construction; a number of bridges – notably the 6,300 ft. prestressed concrete bridge over the Bio-Bio river – are being constructed to revolutionary British designs under the supervision of engineers from Gifford and Partners.

It would be idle to pretend that there are not anxieties in connection with business in Chile. The traditonal practice of importing and distributing British goods has been badly squeezed by taxation, high social charges, a credit squeeze, and an alarming rate of inflation (officially estimated at 21 per cent last year, but many people would put the figure higher). The Government's anxiety for rapid development has resulted in an acceleration of expenditure in the public sector and a heavy load of foreign debt repayment for several years ahead. This in turn has resulted in an almost obsessive preoccupation with credit facilities, where we have sometimes appeared to the Chileans to be less able or willing to oblige than other foreign competitors who supply governmental lines of credit. This impression, which is in any case largely illusory, is now being rectified by newly negotiated arrangements (which the Board of Trade can explain to interested firms). Severe restrictions on banking practices have also caused problems to those in this field. An increased number of industrial disputes have further hampered progress. The world copper price, on which so much in Chile is dependent, is vulnerable to influences beyond Chilean control. Development in Chile has always been at the mercy of natural hazards – notably earthquakes – and this year a winter drought has set back the agricultural sector and produced economic problems that may be felt throughout the coming year. There is no shortage of material for the pessimists.

But there is a much brighter side to Chile's future. Potential for copper production is rising dramatically, not only at Chuquicamata (the largest open-cast copper mine in the world) and the other giant mines like El Teniente, but also in the smaller private mines serviced by the State refineries. The price has been encouragingly high in recent years. The market represented by Chile's 9 million inhabitants will be much expanded if progress can be maintained in the establishment of an Andean trading area (those countries west of the Andes) as a first step towards giving real substance to the Latin American Free Trade Association.

It is axiomatic that personal relations count for much in South America. Nowhere is this more true than in Chile. The Queen's visit gives the biggest boost to these personal relations that there has ever been. This effect will largely be lost – in the commercial field at least – if it is not adequately followed up. The British firm that hopes to break into this exacting but rewarding market will need an active agent and as much direct contact as possible. Chile may be too distant to justify separate visits from the United Kingdom in many cases (despite an excellent twice-weekly service by BUA's VC 10s) but as one of the big 'A, B, C countries' (Argentine, Brazil and Chile) it is well worth including in any South American itinerary. As the Andean trading area progresses towards reality, this will be increasingly true. Britain's competitors take Chile seriously; we would be wasting great opportunities not to do so, too.

Bio-Bio bridge, Concepcion.



New Scottish products for Japanese market at Tokyo store promotion

Left: Entrance to the 'Scottish Fair' at the Keio store, Tokyo, where the products of 85 Scottish firms were on sale. Right: H.I.H. Princess Chichibu, who opened the Fair, is presented with a length of Harris tweed specially woven for her by Thomas Smith and Co. (Stornoway) Ltd.

MANY PRODUCTS new to the Japanese market found a place in the wide variety of goods on sale at the Keio store, one of the most important in Tokyo, during the 'Scottish Fair' held there from October 4 to 9.

This promotion, which occupied the whole of the store's seventh floor, was opened by HIH Princess Chichibu, who was presented with a specially woven length of blue Harris tweed, sent out for her by Thomas Smith and Co. (Stornoway) Ltd.

Backed by an exhibition featuring both the traditional and modern development of Scotland the products of some 85 Scottish firms were cleverly arranged to form a homogeneous display. More than 80 different brands of Scotch whisky – many of them new to Japan – were displayed in a special section of the sales area, where a small sampling bar had been set up. Twinings' tea and Scotch shortbread were also available.

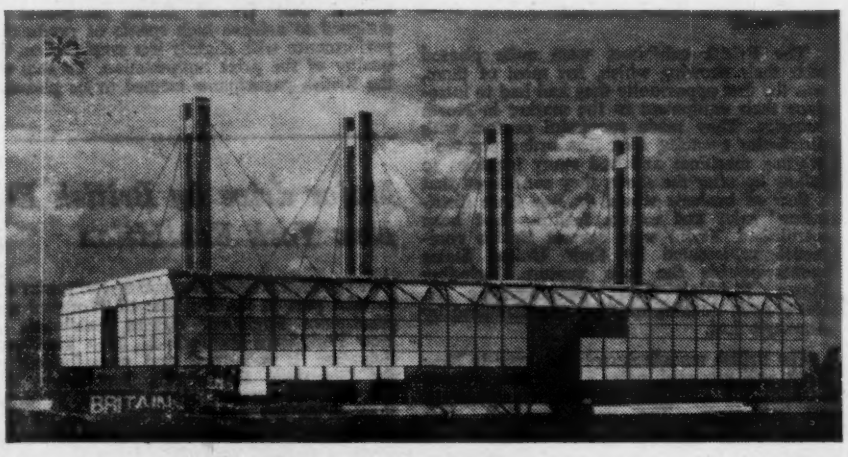
The store had spared no effort in mounting this promotion. Union Jacks and Scottish standards decorated the outside walls and the main entrance, where a large streamer was placed advertising the display of goods specially imported from Scotland on the seventh floor. This was repeated at the foot of each escalator.

Preliminary reports indicate that this promotion has been very successful commercially. Sales have exceeded all Keio's expectations. Tartan goods of all descriptions sold well, particularly mohair rugs and children's kilts. Crystal glassware was also a popular item.

Buyers from Keio who visited Scotland early this year placed orders for goods to the value of about £25,000, and they have since bought some £5,000 worth of purely Scottish goods. In addition, British goods to the value of nearly £40,000 were bought for sale in the normal selling areas of the store, as opposed to the Scottish area established on the seventh floor. In all, it is estimated that something like £70,000 worth of buying has resulted from this promotion.

Some 10,000 specially prepared sales cards were sent out by the store by direct mail to announce the 'Scottish Fair'. Other shots in a strong publicity campaign included heavy newspaper advertising and attractive posters which were displayed in the railway trains of one of the most important suburban lines, which is operated by Keio. A golf tournament was organized by the store just before the fair opened, and a silver cup donated by the store was presented to the winners by the British Ambassador at a reception in the store on the opening day. This reception, given jointly by the president of the store and by Mr. Hugh Cortazzi, commercial counsellor, on behalf of the Board of Trade, was attended by 250 guests who included many buyers and agents of British companies.

The success of this 'Scottish Fair', and in particular of the new products introduced by it, provides a very good omen for the major British Week which will take place in Tokyo next autumn.



A model of the British Pavilion to be erected at Expo 70, the Japan World Exposition to be held in Osaka from March 15 to September 30, 1970. Designed by the well-known architects, Powell and Moya, the pavilion will be suspended from four twin steel masts so that the whole building becomes a giant canopy floating over an open-air concourse. Reflecting the central scheme of Expo 70 – 'Progress and harmony for mankind' – the Pavilion exhibit, planned in four main sections, will present Britain's culture, democratic institutons and government, her people and the way they live, their aims and hopes. It will demonstrate Britain's outstanding contributions in the fields of medicine, social welfare and the development of natural resources and energy, and show her latest scientific technological and industrial achievements. The Central Office of Information on behalf of the Foreign and Commonwealth Office, is responsible for Britain's official display.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events well in advance – three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the Board of Trade Journal.

British exhibitors conspicuous in US printing show

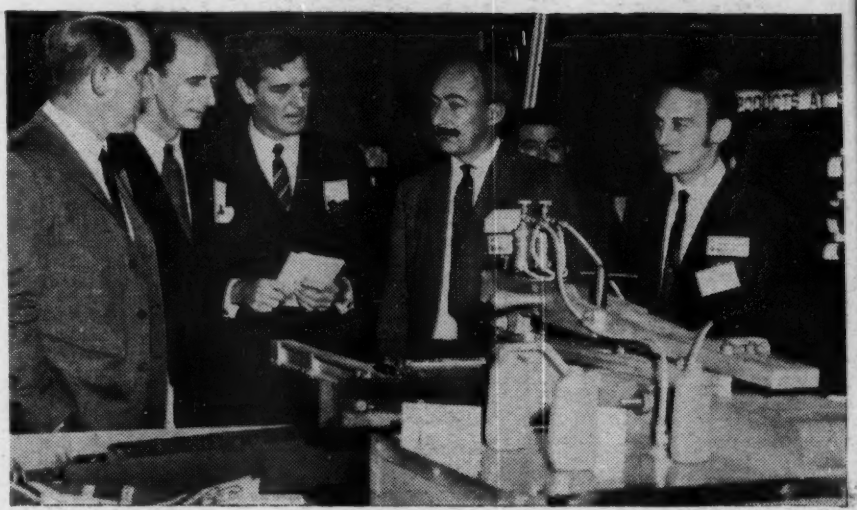
NEW YORK was the focal point for the 20th Annual Convention of the International Screen Printing Association held at the New York Hilton Hotel. The entire mezzanine floor of the hotel was taken up by the 46 booths and 70 exhibitors showing the latest machinery for screen printing and for producing fine reproductions on paper, plastics and metals. There were over 5,000 visitors from across the United States, Canada and Europe.

This was the first convention which the British Association of Display Producers and Screen Printers had attended in joint venture collaboration with the Board of Trade. At this year's show Britain was represented by five manufacturers, Polyprint Ltd., Rondec Ltd., E. T. Marler Ltd., Geo. Vokes (Infra-Red) Ltd., and Batiste Publications Ltd. showing their printing machinery processes, equipment and trade publications from a group booth in a striking central location.

The show was dominated by United States exhibitors, but the small British joint exhibit was the more conspicuous because of the absence of similar foreign ventures. The British companies were very active during their stay, demonstrating equipment which included screen printing with micro-electronic substrates, infra-red drying machinery, automatic screen printing for single and four colour work and vacuum operated tables for screen printing. The booth also featured an eye-catching British display of transfers onto wire, cloth and wood.

The British exhibitors were quite pleased with their showing which, for most of them, was the first opportunity they had had to introduce their equipment to the market in North America. They made successful contact with distributor agencies, took firm orders for their printing machines and had many inquiries to follow up after the show; they considered that a flow of business would develop once distributors' sales and service facilities had been established. There were several British companies represented by their United States agents outside the joint venture, including Dekor Flocking Corp. demonstrating an electrostatic flocking machine manufactured by Aerostyle Ltd.

The British manufacturers had come to New York well prepared, using United States specifications for American mechanical and electrical standards. The respresentatives also noticed that United States equipment is designed to achieve high speeds of production performance with slightly less emphasis on the quality of the print reproduction. To sum up, the British participants seemed to be pleasantly surprised that their products can be highly competitive in the United States market and will hope to have a larger showing at the next International Trade Show, to be held in Miami, Florida, in November 1969.



Seen at one of the stands (left to right) Mr. J. C. M. Mason, Mr. W. T. Pearce, director, Trade Fairs Branch, Board of Trade, Mr. A. R. Quelch, British Consulate-General, New York, Mr. W. R. Foster and Mr. Nigel Dando, of Polyprint Ltd.

Major drive by British Electronics companies at New York Exhibition

TWENTY-FIVE British electronics companies are to take part in the Institute of Electrical and Electronics Engineers' (IEEE) Exhibition in New York from March 24-27, 1969. Their participation is sponsored and co-ordinated by the Electronic Engineering Association and has the full support of the Board of Trade through its joint venture scheme. At the Exhibition, which is particularly suited to smaller electronic equipment, instruments and components, British companies will be showing a wide range of products from specialized components and microwave equipment to telecommunications apparatus and test equipment. The decision to mount a concerted drive on the United States market was taken following the successful EEA sponsored participation in the 1968 event.

Robert Hough

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Visit of Guinean Ministers—communique

THE FOREIGN and Commonwealth Office has issued the following communique: 'After consultation between Her Majesty's Government and the Government of the Republic of Guinea, a ministerial delegation from the Republic of Guinea paid an official visit to London from October 28 to 31 with the aim of promoting friendly relations and co-operation with the Government of the United Kingdom.

'The delegation was led by Dr. Lansana Beavogui, Minister of Foreign Affairs, and consisted of: HE Monsieur Keita N'Famara, Minister of Commerce, Transport and Telecommunications; HE Monsieur Bangoura Karim, Ambassador of the Republic of Guinea to the United Kingdom; HE Monsieur Toure Mamourou, Ambassador of the Republic of Guinea in Sierra Leone; HE Monsieur Conde Emile, Governor of the Conakry Special Region.

'The delegation had very useful interviews with their Excellencies Lord Brown, Minister of State, Board of Trade; Mr. Goronwy Roberts, Minister of State, Foreign and Commonwealth Office; Mr. A. E. Oram, Parliamentary Under-Secretary, Minister of Overseas Development.

'The delegation took part in useful negotiations with the Exports Credit Guarantee Department in order to review financial relations between the United Kingdom and the Republic of Guinea.

'On October 29 the delegation was received by Mr. Michael Stewart, Secretary of State for Foreign and Commonwealth Affairs, and in the course of this meeting Mr. Michael Stewart and Dr. Lansana Beavogui discussed, in an atmosphere of frankness and cordiality, the international and African situations.

'All these exchanges took place in a spirit of friendship and complete understanding. Exploratory discussions with the Ministry of Overseas Development will permit the reactivation and expansion of the British technical assistance programme in the Republic of Guinea.

'Agreement was reached with the Board of Trade on the question of settling the Republic of Guinea's financial commitments to the United Kingdom.

'The two parties expressed their satisfaction at the confident and friendly spirit which marked the discussions at all levels.

'The Guinean delegation invited official and business representatives from Britain to visit Guinea in order to broaden the basis of operation between the two countries.'

Iceland and the USSR

A FURTHER protocol to the 1953 Trade Agreement between Iceland and the Soviet Union was signed in Reykjavik on August 26. It covers trade between the two countries for the period January 1, 1969 to December 31, 1971.

Quota lists are similar to those in the previous three yearly protocol which expires at the end of 1968. Soviet exports will include machinery and equipment (including motor vehicles, electrical equipment and ships), petroleum, gas and fuel oils, iron and steel goods, cables, timber and window glass. Icelandic exports will include frozen, salted and canned fish, woollen goods, paints and fishing nets, lines, etc. of man-made fibres.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 or 482).

Morocco and the USSR

THE MOROCCAN *Bulletin Officiel* of October 2 announced the signing in Rabat on July 5 of a new five-year (1969-1973) trade agreement between Morocco and the USSR (for previous notification see the *Board of Trade Journal* of March 24, 1967).

An Annex to the agreement shows lists of goods and projected levels for trade exchanges between the two countries for each of the years 1969-1973. Moroccan exports to the USSR will include citrus fruit and fruit juices, fish, wine, books and stamps, wool and cotton, cork, footwear and handicraft products. USSR exports to Morocco will include rolled iron and steel and non-ferrous goods, petroleum, chemical products, timber, domestic electrical and other products, tea and photographic equipment.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Algeria and Morocco

THE ALGERIAN *Journal Officiel* of September 24 announced the signature in Rabat of an additional protocol to the trade and tariffs agreement of 1964 between Algeria and Morocco (for previous notification see *Board of Trade Journal* of January 20, 1967).

Algerian exports to Morocco will include crude petroleum, paper, goods vehicles, tobacco, chemicals, fertilizers, tyres, hydraulic cement and essential oils. Moroccan exports to Algeria will include fertilizers, cereals, meats, wine, pharmaceutical products, hides and skins, cordage, domestic iron and steel goods, footwear and clothing. All goods listed in the agreement are to be admitted free of duty; some are subject to quota.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 420 or 475).

Jordan and the Sudan

THE JORDANO-SUDANESE trade agreement signed on November 14, 1966 has been ratified and published in the Jordanian *Official Gazette* No. 2121 of September 10, 1968. Its main provisions are:

1. Free trade in agricultural products between the two countries.
2. Free trade in certain industrial products between the two countries.
3. Certain other industrial products will be subject to only 40 per cent of the normal customs duty.
4. Jordan will buy 15,000 tons of Sudanese cotton seeds per year.
5. The Sudanese Government will invest £100,000 in the Arab Potash Company in Jordan.
6. The Sudan will permit the import of up to 50 tons per year of Jordanian cigarettes at only 25 per cent of the normal customs duty.

Further details are available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Malta and West Germany

THE Government of Malta and the Government of the Federal Republic of Germany have agreed to extend the validity of the Protocol of February 29, 1964, the Agreement on Trade, for another year, that is from January 1, 1968, to December 31.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 13*A Castle St., Edinburgh 2; Brazennose St., Manchester 2;* 35 *Smallbrook, Ringway, Birmingham 5;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol 1;* 7-11 *Linenhall St., Belfast 1; or through any bookseller.*

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 *Ext.* 404 *and* 406. *Telex* 886143 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.*

ALGERIA

(214/68) Construction of Water Supply for Ministry of Agriculture and Land Reform. (Further Information.) Closing date postponed to December 14. E.S.B. 2064/68.

ARGENTINA

(217/68) Construction of Steel Rolling Mill for Ministerio de Defensa. March 3, 1969. E.S.B. 40585/68.*

Ministerio del Interior:

(217/68) Television System. November 20. E.S.B. 40599/68.*

(218/68) Hospital Equipment. November 20. E.S.B. 40600/68.*

AUSTRALIA

(215/68) Fire Tenders for Central Contract Board. (Further Information.) E.S.B. 39095/68.*

(214/68) Containers for Lighthouse Vessels for Department of Shipping and Transport. November 26. E.S.B. 39976/68.*

(217/68) Loaders for Director of Works, Department of Works. November 26. E.S.B. 40548/68.

(214/68) Radio Transmitters and Equipment for District Contract Board. December 10. E.S.B. 39977/68.

(216/68) Valves for Hydro-Electric Commission of Tasmania. November 26. E.S.B. 40512/68

(215/68) Desalting Plant for Minister of Works Contract Office. January 7, 1969. E.S.B. 40425/68.*

(216/68) Construction of Schools for National Capital Development Commission. November 26. E.S.B. 40498/68.

(216/68) Television Transmitting Equipment for Postmaster-General's Department. November 28. E.S.B. 40504/68.

(216/68) Locomotives for Queensland Railways. (Advance Information.) December 11. E.S.B. 40511/68.*

(216/68) Voltage Regulator for State Electricity Commission of Queensland. November 20. E.S.B. 40514/68.*

State Electricity Commission of Victoria:

(216/68) Construction of Cooling Towers. March 3, 1969. E.S.B. 40505/68.

(217/68) Insulators. November 25. E.S.B. 40546/68.

(217/68) Traffic Control Signal Equipment for State Tender Board of West Australia. November 28. E.S.B. 39918/68.*

Victorian Railways:

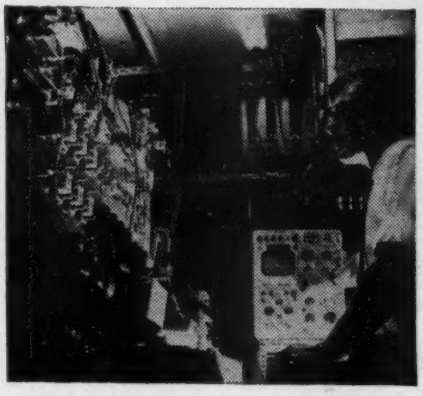
(216/68) Trains. March 12, 1969. E.S.B. 40513/68.

(216/68) Railway Maintenance Machinery. November 20. E.S.B. 40506/68.

(216/68) Railway Maintenance Machinery. November 20. E.S.B. 40507/68.

(216/68) Ballast Tampling Machines. November 20. E.S.B. 40508/68.

(218/68) Sewerage Aeration Equipment for Western Australian Government Tender Board. December 12. E.S.B. 40856/68.*



Prototype trials are now taking place at the Crawley plant of Brentford Electric, a member of the GHP Group, on the equipment to be supplied by the company under the terms of a contract received from the European Organization for Nuclear Research (CERN) and worth nearly £400,000. The picture shows a model under test at the plant.

BRAZIL

Central Bank:

(215/68) Steel Discs. December 5. E.S.B. 40456/68.*

(217/68) Nickel Discs. (Further Information). Tender documents now available. E.S.B. 39780/68.*

(215/68) Transmission Line Towers for Companhia Auxiliar de Empresas Electricas Brasileiras. December 6. E.S.B. 40445/68.*

BURMA

Mineral Development Corporation:

(216/68) Dredge and Mill Spare Parts. December 15. E.S.B. 40516/68.*

(216/68) Telephone Equipment. November 30. E.S.B. 40484/68.*

Ministry of Defence:

(216/68) Water Bottles; Spoons. November 30. E.S.B. 40125/68.*

(218/68) Tyres and Tubes. December 4. E.S.B. 40595/68.*

Myanma Export Import Corporation:

(214/68) Drilling Rig and Accessories; Hand Tools. November 30. E.S.B. 40120/68.*

(214/68) Pipe Fittings. December 3. E.S.B. 40106/68.*

(215/68) Carbons. November 25. E.S.B. 40115/68.*

(215/68) Axle Box Packing. December 5. E.S.B. 40418/68.*

(215/68) Belting and Hose. December 12. E.S.B. 40419/68.*

(215/68) Metals; Wire. December 19. E.S.B. 40424/68.*

(218/68) Dyestuffs. November 23. E.S.B. 40831/68.*

(218/68) Pens and Pencils. November 21. E.S.B. 40832/68.*

(218/68) Stencils. November 21. E.S.B. 40830/68.*

(218/68) Calcium Naphthenate. November 24. E.S.B. 40825/68.*

(218/68) Cobalt Chloride. November 24. E.S.B. 40827/68.*

(218/68) Titanium Dioxide November 23. E.S.B. 40828/68.*

People's Electro Mechanical Services:

(216/68) Insulation Materials. December 16. E.S.B. 40500/68.*

(217/68) Ball Bearings. December 16. E.S.B. 40519/68.*

People's Oil Industry:

(214/68) Abrasives; Paint, etc. November 25. E.S.B. 40118/68.*

(214/68) Generating Sets. November 30. E.S.B. 40121/68.*

(214/68) Tyres and Tubes. November 25. E.S.B. 40110/68.*

(214/68) Cable; Wire. November 25. E.S.B. 40114/68.*

(214/68) Battery Terminals. November 25. E.S.B. 40116/68.*

(214/68) Ball Bearings. November 25. E.S.B. 40117/68.*

(214/68) Workshop Equipment. November 20. E.S.B. 40119/68* and 40122/68.*

(215/68) Photographic Paper. November 30. E.S.B. 40123/68.*

(217/68) Steel Spring Wire. November 30. E.S.B. 40814/68.*

(218/68) Electrodes. December 12. 40812/68.*

(218/68) Welding Materials. December 12. E.S.B. 40813/68.*

Public Works Corporation:

(214/68) Steel Tubing. December 2. E.S.B. 40107/68.*

(216/68 Valves. December 6. E.S.B. 40518/68.*

(216/68) Door Hardware. December 21. E.S.B. 40410/68.*

(216/68) Sanitary Fittings. December 7. E.S.B. 40524/68.*

(216/68) Cisterns. December 7. E.S.B. 40534/68.*

(217/68) Sanitary Fittings. December 9. E.S.B. 40520/68.*

(218/68) Valves; Fire Hydrants. December 11. E.S.B. 40593/68.*

(218/68) Pipes and Fittings. December 20. E.S.B. 40594/68.*

State Timber Board:

(214/68) Locks. November 30. E.S.B. 39998/68.*

(214/68) Panel Pins. November 30. E.S.B. 3999/68.*

(214/68) Chain Saws. December 6. E.S.B. 40108/68.*

(214/68) Front End Loader Tractor. December 6. E.S.B. 40109/68.*

Textile Mills:

(214/68) Tallow. November 30. E.S.B. 39995/68.*

(216/68) Paper. November 30. E.S.B. 40317/68.*

Union of Burma Railway Board:

(215/68) Electrical Appliances. December 12. E.S.B. 40420/68.*

(215/68) Washers, Nuts and Screws. December 2. E.S.B. 40421/68.*

(215/68) Steel Billets, Channels, etc. December 16. E.S.B. 40422/68.*

(215/68) Steel Plate and Bars. December 16. E.S.B. 40423/68.*

(217/68) Packing and Insulating Materials. November 28. E.S.B. 40531/68.*

(217/68) Pipe Fittings. December 16. E.S.B. 40532/68.*

(217/68) Ebonite Sheets and Rods, Fibre Sheet, Hardboard. December 23. E.S.B. 40592/68.*

(218/68) Files. December 23. E.S.B. 40818/68.*

(218/68) Carpentry Tools. December 23. E.S.B 40819/68.*

(218/68) Brass Tubing and Sheets; Copper Pipes. December 26. E.S.B. 40820/68.*

(218/68) Glass and Mirrors. December 16. E.S.B. 40821/68.*

(218/68) Batteries and Dry Cells. December 19. E.S.B. 40822/68.*

(218/68) Copper Wire, Cable. December 19. E.S.B. 40823/68.*

(218/68) Electrical Eulpment. December 26. E.S.B. 40824/68.*

CANADA

(216/68) Transformers for British Columbia Hydro Power Authority. January 7, 1969. E.S.B. 40491/68.

CEYLON

(214/68) Brake Fluid for Ceylon Transport Board. Deceember 20. E.S.B. 40144/68.*

(215/68) Paraffin Liquid, Chlorhexidene, Hydrogen Cresol Sap for Director of Health Services. December 13. E.S.B. 40146/68.*

(217/68) Newsprint for Eastern Paper Mills Corporation. November 29. E.S.B. 40523 68.*

State Engineering Corporation of Ceylon:

(216/68) Electric and Welding Cables. November 29. E.S.B. 40522/68.*

(217/68) Machinery and Small Tools. November 30. E.S.B. 40521/68.*

CHILE

(215/68) Refuse Collecting Lorries for Junta de Adelanto de Arica. November 27. E.S.B. 40411/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident or firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, *Ext.* 7058. *Telex* 886143 *AB: Bothillgate Ldn.), mentioning the products or countries of special interest to you.*

COLOMBIA

Central Hidroelectrica de Caldas (CHEC):
(217/68) Conductors, Cable. (Further Information.) Tender documents now available. E.S.B. 38095/68.*
(217/68) Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 38096/68.*
(217/68) Testing and Measuring Equipment. (Further Information.) E.S.B. 38097/68.*

ETHIOPIA

(215/68) Fire Fighting Equipment and Chemicals for Civil Aviation Administration. November 28. E.S.B. 40414/68.

GREECE

Hellenic State Railways:
(217/68) Flat Pullman Spare Parts. November 22. E.S.B. 40561/68.*
(217/68) Fuel Injector Nozzles. November 29. E.S.B. 40563/68.*
(217/68) Railway Workshop Tools. November 29. E.S.B. 40564/68.*
Public Power Corporation:
(217/68) Measuring Instruments. November 21. E.S.B. 40579/68.
(217/68) Switchboards. November 29. E.S.B. 40583/68.

HONG KONG

Government Stores Department:
(217/68) Switchboard. November 29. E.S.B. 40542/68.*
(217/68) X-Ray Film and Chemicals. November 22. E.S.B. 40543/68.
(217/68) Paper. November 22. E.S.B. 40545/68.
(217/68) Steel Guard Rails for Tender Board, Colonial Secretariat. November 22. E.S.B. 40544/68.*

INDIA

(216/68) Steel Plates for Beas Purchase Organization. December 4. E.S.B. 40486/68.*
(215/68) Spray Pump for Bhabha Atomic Research Centre. November 22. E.S.B. 40417/68.*
(215/68) Fire Fighting Equipment for Controller of Stores, Bombay Port Trust. November 20. E.S.B. 40415/68.*
(218/68) Crane for Koti Colonony and Communication Division. December 6. E.S.B. 40485/68.*
(216/68) Mine Ventilating Fan for National Coal Development Corporation Ltd. (Further Information.) Tender documents now available. E.S.B. 39952/68.*
(218/68) Cableways for Dam for Public Works Department. (Further Information.) The closing date has been postponed to January 31, 1969. E.S.B. 37603/68.*
Pyrites and Chemicals Development Co. Ltd.:
(215/68) Radial Drill. November 26. E.S.B. 39945/68.
(215/68) Welding Transformers. November 26. E.S.B. 39946/68.
(215/68) Pedestal Grinder. November 26. E.S.B. 39947/68.
(215/68) Lathe. November 26. E.S.B. 39948/68.
(215/68) Shaping Machine. November 26. E.S.B. 39949/68.

IRAN

(216/68) Lifts for Iranian Tobacco Monopoly. January 6, 1969. E.S.B. 40460/68.*
(217/68) Wire Ropes for Ports and Shipping Organization. (Further Information.) Tender documents now available. E.S.B. 39423/68.*

IRAQ

(214/68) Seed Dressing Machines for Agricultural Chemicals and Machinery. November 30. E.S.B. 39983/68.*
(215/68) Milk Collecting Centre for Dairy Administration. November 30. E.S.B. 40180/68.
(213/68) Construction of Water Supply Scheme for Directorate General of Projects. (Further Information.) Tender documents now available. E.S.B. 36857/68.*
(215/68) Bolts, Nuts and Screws for Electrical Fittings and Equipment Co. Closing date not stated. E.S.B. 40403/68.*
(215/68) Pharmaceuticals for General Establishment for Drugs. November 21. E.S.B. 40181/68.
(215/68) Signalling System for Ministry of Communications. February 2, 1969. E.S.B. 40402/68.
Ministry of Defence:
(215/68) Road Rollers. November 28. E.S.B. 40195/68.
(215/68) Tracavator. November 23. E.S.B. 40196/68.
(215/68) Asphalt Mixer. November 26. E.S.B. 40197/68.
(215/68) Tractor Bulldozer. November 26. E.S.B. 40198/68.
(215/68) Dry Battery Materials. December 7. E.S.B. 40189/68.
(215/68) Dry Battery Materials. December 10. E.S.B. 40190/68.
(215/68) X-Ray Sets. December 3. E.S.B. 40191/68.
(215/68) Battery Materials. November 30. E.S.B. 40187/68.
(215/68) Battery Materials. December 3. E.S.B. December 3. E.S.B 40188/68
(215/68) Dump Trucks. November 23. E.S.B. 40194/68.
Ministry of Oil and Minerals:
(214/68) Sulphate of Alumina. December 7. E.S.B. 40200/68.
(215/68) Pour Point Depressant. November 26. E.S.B. 40178/68.
(215/68) Galvanized Iron Wire. November 30. E.S.B. 40177/68.

IRISH REPUBLIC

(215/68) Swimming Pool for Ballinasloe Urban District Council. (Further Information.) The closing date has been postponed to November 29. E.S.B. 36530/68.
(217/68) Water Treatment Plant for Corporation of Limerick. November 26. E.S.B. 40584/68.
(217/68) Construction of Sewer for Galway Corporation. December 9. E.S.B. 40991/68.
(217/68) Kitchen Equipment for Galway and Roscommon Mental Health Board. November 27. E.S.B. 40586/68.

JORDAN

(215/68) Traffic Lights; Parking Meters for Municipality of Amman. (Pre-qualificati n Information.) Closing date not stated. E.S.B. 40448/68.

KUWAIT

(218/68) Steel Line Pipes for Ministry of Electricity and Power. December 30. E.S.B. 40853/68.*
(216/68) Stationery for Ministry of Guidance and Information. (Further Information.) Closing date postponed to November 26. E.S.B. 38068/68.

LIBYA

(217/68) Drainage System for Ministry of Public Works. December 23 and 30 respectively. E.S.B. 40526/68, 40527/68 and 40528/68.

LUXEMBOURG

(216/68) Construction of a Secondary School for Ministry of Public Works. (Pre-qualification information.) E.S.B. 40083/68.

MALTA

Treasury:
(215/68) Druggist Sundries. November 28. E.S.B. 40176/68.*
(216/68) Paper. November 28. E.S.B. 40501/68.*
(216/68) Ticking Cotton. November 28. E.S.B. 40502/68.
(216/68) Kitchen Equipment. November 28. E.S.B. 40503/68.*

MEXICO

(216/68) Switchgear Panels for Mexican Federal Electricity Commission. November 27. E.S.B. 40541/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(215/68) Pipes and Accessories. November 20. E.S.B. 40154/68.*
(215/68) Bolts, Washers, Rivets, etc. November 20. E.S.B. 40155/68.*
(215/68) Hardware; Tools. November 27. E.S.B. 40171/68.
(215/68) Electrical Equipment. November 12. E.S.B. 40173/68.
(217/68) Railway Wagons and Cars for Trans-Zambesia Railway Co. The closing date has been postponed to November 30. E.S.B. 34704/68.

NETHERLANDS

(217/68) Construction of Bridge for Director of Waterways. November 26. E.S.B. 40551/68.

The Blue Funnel Line, Glen Line and McGregor, Gow & Holland, all members of The Ocean Steam Ship Co. Ltd. held a reception for Japanese exporters and importers in London recently. The picture shows Mr. J. Oguro of Toyo Menka Kaisha Ltd. (left) being greeted by Mr. W. H. McNeill, chairman, Glen Line Ltd. In the centre is Mr. J. L. Alexander, managing director, Blue Funnel Line Ltd.

NEW ZEALAND

(218/68) Railway Alarm Equipment for Controller of Stores, New Zealand Railways. (Further Information.) Tender documents now available. E.S.B. 37136/68.*
General Post Office:
(216/68) Fuses. November 29. E.S.B. 40509/68.*
(216/68) Telephone Line Cords. November 28. E.S.B. 40510/68.*
(217/68) Transformer for Invercargill City Council. December 9. E.S.B. 40576/68.

PAKISTAN

(216/68) Electrical Equipment and Materials for Agricultural University. (Further Information.) Tender documents now available. E.S.B. 39452/68.*
Directorate of Industries and Commerce:
(215/68) Testing Apparatus. December 23. E.S.B. 40439/68.*
(215/68) Sieves. November 29. E.S.B. 40429/68.*
(215/68) Air Conditioning; Laboratory Equipment. December 2. E.S.B. 40430/68.*
(215/68) Laboratory Equipment. December 4 and 7. E.S.B. 40431/68* and 40432/68.*
(215/68) Workshop Equipment. December 11. E.S.B. 40434/68.*
(215/68) Laboratory Equipment. December 17. E.S.B. 40437/68.*
(215/68) Universal Testing Machine. December 14. E.S.B. 40435/68.*
(215/68) Scales and Balances. November 20. E.S.B. 40426/68.*
(215/68) Laboratory Equipment. December 22. E.S.B. 40427/68.*
(215/68) Drilling Equipment. November 27. E.S.B. 40428/68.*
(215/68) Laboratory Equipment. December 9. E.S.B. 40433/68.*
(215/68) Trucks. December 16. E.S.B. 40436/68.*
(216/68) Miscellaneous Equipment for Directorate of Supply. December 14. E.S.B. 40490/68.*
(216/68) Geodimeter and Chronometer for East Pakistan Water and Power Development Authority. November 23. E.S.B. 40489/68.
Government of West Pakistan:
(215/68) Laboratory Equipment. December 19. E.S.B. 40438/68.*
(216/68) Laboratory Equipment. December 13. E.S.B. 40455/68.*
Lahore Improvement Trust:
(215/68) Vehicles. (Further Information). Tender documents now available. E.S.B. 39875/68.*
(215/68) Laboratory Equipment and Accessories. (Further Information.) Tender documents now available. E.S.B. 39876/68.*
(216/68) Water Meters. (Further Information.) Tender documents now available. E.S.B. 39873/68.*
(216/68) Hydrochlorinator. (Further Information.) Tender documents now available. E.S.B. 39874/68.*
(215/68) Satellite Earth Stations for Pakistan Telephone and Telegraph Department. December 18. E.S.B. 2429/68.

PARAQUAY

(217/68) Water Meters for Corporation de Obras Sanitarias. December 20. E.S.B. 40572/68.*

SINGAPORE, REPUBLIC OF

(217/68) Technical Equipment and Machinery for Central Supplies Office. November 27. E.S.B. 40752/68.*
(216/68) Antibiotics; Biologicals; Chemicals and Drugs for Ministry of Health. November 25. E.S.B. 40529/68.*
(216/68) Control Gates and Hoisting Equipment for Public Utilities Board. December 3. E.S.B. 40741/68.*

SOUTH AFRICA, REPUBLIC OF

State Procurement Board:
(216/68) Brass Bar. November 30. E.S.B. 40461/68.*
(216/68) Cable. November 21. E.S.B 40462/68.*
(216/68) Gloves. November 20. E.S.B. 40463/68.*
(216/68) Thickness Gauges. December 3. E.S.B. 40468/68.*
(216/68) Binoculars. November 27. E.S.B. 40472/68.*
State Trader Board:
(216/68) Cable Tracers and Fault Locators. November 20. E.S.B. 40466/68.*
(216/68) Travelling Gantry Crane. November 21. E.S.B. 40467/8.*
(217/68) Radar Equipment. November 21. E.S.B. 40588/68.*
(217/68) Linear Recorder. November 25. E.S.B. 40589/68.*
Transvaal Provincial Tender Board:
(217/68) Water-Cart Trailer. November 22. E.S.B. 40590/68.*
(217/68) Crane. December 6. E.S.B. 40591/68.*

SPAIN

(218/68) Pipes and Tubes for Autopistas Concesionaria Espanola SA. November 20. E.S.B. 40803/68.
Direccion General de Correos y Telecomunication:
(215/68) Teleprinters. December 4. E.S.B. 40199/68.
(215/68) Teleprinters. December 5. E.S.B. 40143/68.
(218/68) Short-Wave Transmitter. November 22. E.S.B. 40598/68.

SUDAN

Mechanized Farming Corporation:
(215/68) Contractors' Plant. November 30. E.S.B. 40164/68.*
(215/68) Agricultural Machinery. November 25. E.S.B. 40165/68.*
(215/68) Vehicles. November 20. E.S.B. 40166/68.*

(Continued on next page)

INFORMATION FOR EXPORTERS, *continued*

SYRIAN ARAB REPUBLIC

(215/68) Transformers for Electricity Management, South Zone Supplies. November 23. E.S.B. 40129/68.
(216/68) Locomotives for Public Administration of Syrian Railways. November 30. E.S.B. 40474/68.
(216/68) Pumps for Public Oil Administration. November 21. E.S.B. 40475/68.

TAIWAN

Central Trust of China:
(218/68) Oscilloscope and Accessories. November 26. E.S.B. 40840/68.*
(218/68) Speed Reducer. November 23. E.S.B. 40842/68.*
(218/68) Air Compressor. November 21. E.S.B. 40843/68.*
(218/68) Tin Plate Coating Machine. November 20. E.S.B. 40844/68.*
(218/68) Pipe Threading and Cutting Machine. November 28. E.S.B. 40846/68.* and 40847/68.*
(218/68) Grab Buckets. November 23. E.S.B. 40858/68.*
(218/68) Graphite Plate and Rod. November 29. E.S.B. 40804/68.*
(218/68) Attapulgus Clay. November 28. E.S.B. 40848/68.*
(218/68) Fork Lift Trucks. November 28. E.S.B. 40849/68.*
(218/68) Pipes; Pipe Fittings; Valves. November 28. E.S.B. 40850/68.*
(218/68) Converters. November 28. E.S.B. 40851/68.*
(218/68) Flow Meters. November 25. E.S.B. 40852/68.*
(218/68) Refractories. November 25. E.S.B. 40857/68.*
(218/68) Fork Lift Truck. November 26. E.S.B. 40841/68.*
(218/68) Thermometers; Pressure Gauges. November 27. E.S.B. 40837/68.*
(218/68) Textile Testing Machine. November 27. E.S.B. 40838/68.*
(218/68) Laboratory Equipment. November 26. E.S.B. 40839/68.*

TANZANIA

(217/68) Air Conditioners for Central Tender Board. November 28. E.S.B. 40574/68.

THAILAND

(215/68) Electrical Equipment for Mae Hongson Project Construction Board Committee. December 16. E.S.B. 39991/68.

TUNISIA

(216/68) Record Players for La Societe Tunisienne de Difussion. November 20. E.S.B. 40470/68.*

TURKEY

(217/68) Chain Cables; Anchors for Denizcilik Bankasi TAO. November 20. E.S.B. 40555/68.*
Deniz Kuvvetleri Komutanligi Ikmal Dairesi Bas Kanligi:
(214/68) Fire Pump. December 14. E.S.B. 39979/68.*
(217/68) Aluminium Plates, Shapes, Pipes, Rivets and Insulating Tape. Closing date not stated. E.S.B. 40550/68.*
(217/68) Steel Shapes. Closing date not stated. E.S.B. 40556/68.*
(214/68) Fuel Pump Test Stand for Naval Forces Command. November 20. E.S.B. 39978/68.*

UNITED ARAB REPUBLIC (EGYPT)

(217/68) Electric Trains for Egyptian Railways. January 15, 1969. E.S.B. 40573/68.

UNITED STATES OF AMERICA

(217/68) Circuit Breakers for Bonneville Power Administration. November 20. E.S.B. 40533/68.*
(217/68) Remote Control System for Corps of Engineers. (Advance Information.) E.S.B. 40549/68.*
(218/68) Condenser and Vacuum Pumps for Sacramento Municipal Utility District. (Further information.) Closing date postponed to November 22. E.S.B. 35316/68.*
(214/68) Transformers for United States Department of the Interior. (Advance Information.) Closing date not known. E.S.B. 40301/68.

VIETNAM

Industrial Development Centre:
(218/68) Galvanizing Plant Equipment. December 14. E.S.B. 40806/68.*
(218/68) Radio Components Manufacturing Plant. December 14. E.S.B. 40805/68.*
(218/68) Biscuit and Confectionery Manufacturing Equipment. December 14. E.S.B. 40859/68.

ZAMBIA

Central Supply and Tender Board:
(215/68) Footwear. November 29. E.S.B. 40449/68.*
(215/68) Electric Food Trolleys. November 29. E.S.B. 40450/68.*
(215/68) Surgical Instruments. November 29. E.S.B. 40451/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.). at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(213/68) Inquiry for leather; leather working machinery and equipment. E.S.B. 36604/68.

Australia
(213/68) Agency inquiry for school furniture. E.S.B. 39637/68.
(213/68) Inquiry for metal washers. E.S.B. 35442/68.
(213/68) Manufacture under licence – audio frequency test equipment; hearing and components. E.S.B. 31098/68.
(214/68) Inquiry for high frequency short wave transmitter. E.S.B. 40039/68.
(216/68) Inquiry for computer. E.S.B. 40221/68.

Australia – Waiver of British Preference
(213/68) Inquiry for diagnostic oscilloscope. E.S.B. S/114/68.
(213/68) Inquiry for selector switches. E.S.B. S/116/68.
(213/68) Inquiry for transistors. E.S.B. S/115/68.
(213/68) Inquiry for voltmeters. E.S.B. S/118/68.
(215/68) Inquiry for disposable bibs, napkins and sheets. E.S.B. M/70/68.
(215/68) Inquiry for illusion board. E.S.B. A/87/68.
(216/68) Inquiry for high voltage bridges. E.S.B. A/100/68.
(216/68) Inquiry for labelling machine. E.S.B. S/120/68.
(216/68) Inquiry for telescopic aerials. E.S.B. S/119/68.
(216/68) Inquiry for toy stuffer-blowers. E.S.B. M/72/68.
(218/68) Inquiry for pin-split opener; roll pad; rotomatic dryer. E.S.B. S/121/68.

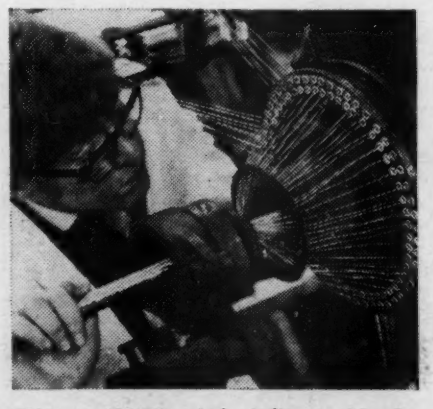
Austria
(214/68) Agency inquiry for handbags. E.S.B. 39700/68.
(215/68) Inquiry for aluminium foils. E.S.B. 40286/68.

Belgium
(216/68) Agency inquiry for central heating equipment. E.S.B. 40268/68.
(217/68) Agency inquiry for vehicle components and accessories. E.S.B. 40215/68.
(213/68) Inquiry for furniture and furnishings. E.S.B. 40244/68.
(217/68) Inquiry for hoists. E.S.B. 39585/68.

Bermuda
(214/68) Inquiry for foodstuffs; cosmetics; pharmaceuticals; tourist goods. E.S.B. 35503/68.

Bolivia
(214/68) Inquiry for air conditioners; refrigerators. E.S.B. 35680/68.
(216/68) Inquiry for wood-working machinery. E.S.B. 40283/68.

Brazil
(214/68) Inquiry for acent extrusion equipment. E.S.B. 40397/68.



This new £30,000 spiral winding machine has been installed at the Farington, Lancashire, factory of BTR Industries Limited as part of a £¾ million expansion programme to increase the company's technological lead in the hydraulic hose field. Used in the manufacture of multi-spiral wire-reinforced hose (¼in.-2in. bore), this highly sophisticated unit applies four reinforcing layers of high tensile steel wire to the neoprene hose simultaneously, and is capable of a weekly production output of over 80,000 feet. Direct exports of hose by BTR will reach an estimated £1¼ million in 1968.

(216/68) Inquiry for anaesthetic equipment; radiotherapy equipment; sterilisation equipment; X-ray equipment. E.S.B. 39346/68.

Bulgaria
(217/68) Inquiry for acrylic fibre plant; hard melting metals plant. E.S.B. 38216/68.

Burma
(214/68) Inquiry for corrugated translucent roof sheeting; glazed earthenware tiles. E.S.B. 38896/68.
(214/68) Inquiry in respect of medical and hospital equipment. E.S.B. 39579/68.

Canada
(217/68) Agency inquiry for bed-linen-blankets; carpeting; drapery materials; furniture; towels. E.S.B. 40955/68.
(217/68) Agency inquiry for felt; grain cleaning machinery; industrial knives. E.S.B. 37422/68.
(215/68) Inquiry for p.v.c. plastic sheet. E.S.B. 39619/68.
(215/68) Inquiry in respect of water project materials. E.S.B. 38872/68.
(216/68) Inquiry for arctic snowsuit materials. E.S.B. 40934/68.
(216/68) Inquiry for electronic components. E.S.B. 12438/68.
(216/68) Inquiry for iron sheeting. E.S.B. 40946/68.
(218/68) Manufacture under licence – propellers; yacht fittings. E.S.B. 41010/68.

Canary Islands
(217/68) Inquiry for pre-fabricated houses; water purification plant. E.S.B. 40362/68.

Ceylon
(214/68) Agency inquiry for cutlery; kitchen equipment. E.S.B. 21841/68.
(214/68) Inquiry for bathroom sanitary fittings and tiles; chinaware; crockery and glassware. E.S.B. 21841/68.
(214/68) Inquiry for iron and steel. E.S.B. 40318/68.
(216/68) Inquiry for chemicals. E.S.B. 40953/68.

Dominican Republic
(213/68) Agency inquiry for electrical equipment. E.S.B. 37401/68.

Fiji
(216/68) Inquiry for caustic soda; muriatic acid; nuts and bolts. E.S.B. 40910/68.

Finland
(213/68) Agency inquiry for kitchenware; knitwear. E.S.B. 38939/68.
(213/68) Agency inquiry for knitwear. E.S.B. 32592/68.
(214/68) Agency inquiry for electric barbeque grills. E.S.B. 39640/68.
(214/68) Agency inquiry for non-ferrous metals. E.S.B. 40040/68.
(215/68) Agency inquiry for pocket mirrors. E.S.B. 7907/68.
(216/68) Agency inquiry for women's hosiery, knitwear and underwear. E.S.B. 38946/68.
(217/68) Agency inquiry for viscose fibre. E.S.B. 30535/68.
(218/68) Market report on selling consumer goods. E.S.B. 39308/68.

France
(213/68) Agency inquiry for civil engineering equipment; metal constructions; public works equipment; steel. E.S.B. 40201/68.

(*Continued on page* 1258)

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we know more
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it is

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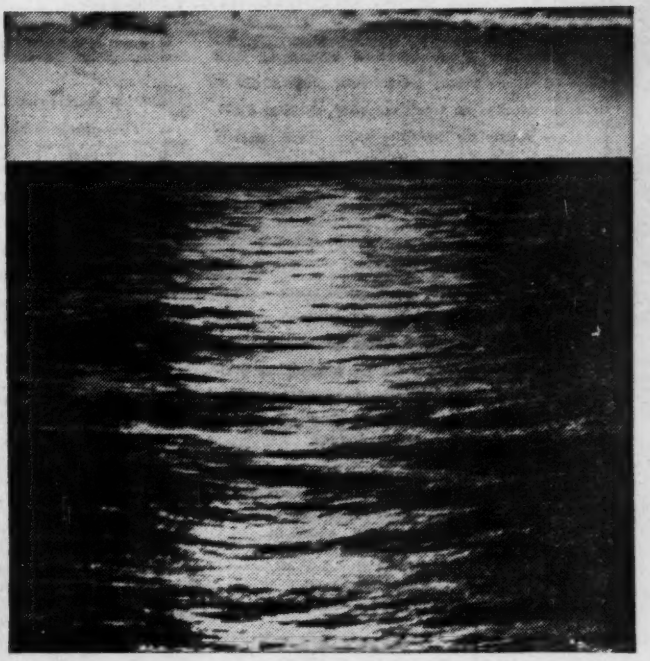

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AGENCY AND EXPORT OPPORTUNITIES, *continued*

(214/68) Agency inquiry for infra-red measuring equipment; interference filters; peripheral equipment; pulse generators. E.S.B. 14714/68.
(216/68) Agency inquiry for aromatic products. E.S.B. 38458/68.
(213/68) Inquiry for boys' and girls' clothing. E.S.B. 39685/68.
(214/68) Inquiry for knitwear; slacks. E.S.B. 38183/68.
(215/68) Inquiry for leather. E.S.B. 27061/68.

Germany, Federal Republic of
(213/68) Agency inquiry for clothing materials. E.S.B. 39652/68.
(214/68) Agency inquiry for foodstuffs. E.S.B. 40081/68.
(215/68) Agency inquiry for cables; electro-household appliances; electro-technical installation material; fluorescent tubes; heating stoves; lamps; lawn mowers. E.S.B. 33359/68.
(213/63) Inquiry for packaging materials. E.S.B. 31156/68.
(213/63) Inquiry for tools – further information. E.S.B. 39220/68.
(214/68) Inquiry for cattle and pig drinkers; hay briquette presses. E.S.B. 40279/68.
(214/68) Inquiry for tape recorders; television sets. E.S.B. 40004/68.
(215/63) Inquiry for steel coil. E.S.B. 27238/68.
(215/68) Food Imports. C.R.E. 211/68.
(216/68) Inquiry for biscuits; jams; tea; spirits. E.S.B. 40703/68.
(216/68) Inquiry for steel wire. E.S.B. 36069/68.
(216/68) Inquiry for turbine wheels and runners. E.S.B. 40951/68.
(217/68) Inquiry for agricultural implements; building materials; electrical appliances. E.S.B. 41031/68.
(217/68) Inquiry for rolled and forged steels. E.S.B. 40758/68.

Germany/Bulgaria
(213/68) Trade Agreement. E.S.B. 1209/G.

Greece
(216/68) Agency inquiry for packaging materials; packing tapes; cords and ribbons. E.S.B. 39587/68.

Guyana
(215/68) Agency inquiry for can manufacturing machinery; glass working machinery and formulas; incense and mosquito coils manufacturing machinery; saw-milling and wood-working machinery; slide fasteners manufacturing machinery. E.S.B. 24267/68.

Hong Kong
(217/68) Agency inquiry for vinyl tiles. E.S.B. 40003/68.
(218/68) Agency inquiry for wallpaper. E.S.B. 40950/68.
(213/68) Inquiry for knitting woollen yarns; overcoatings; suitings. E.S.B. 40005/68.
(216/68) Inquiry for iron sheets; steel sheet and strip. E.S.B. 40948/68.
(218/68) Inquiry for spin dryers. E.S.B. 27427/68.

India
(215/68) Inquiry for industrial roller chain plant. E.S.B. 40677/68.

Iran
(216/68) Inquiry for gates; hoists; trashracks; frames and guides and lifting beams. E.S.B. 42475/67.
(216/68) Inquiry for steel reinforcing bars. E.S.B. 42475/67.

Iraq
(215/68) Agency inquiry for canning machinery; cement making plant and cement making machinery; textile machinery. E.S.B. 34307/68.
(215/68) Agency inquiry for textiles; yarns. E.S.B. 34407/68.
(217/68) Agency inquiry for chemicals; electrical products; flavourings; glue and resin; knitting yarns; polyurethane material; steel pipes and sheets; textile machinery and textile fabrics; tubes and fittings. E.S.B. 35670/68.

Irish Republic
(213/68) Agency inquiry for clothing fabrics. E.S.B. 39557/68.
(214/68) Agency inquiry for handline equipment; paper refuse sacks; parking equipment. E.S.B. 31604/68.
(215/68) Agency inquiry for fur fabric coats. E.S.B. 16674/68.
(217/68) Agency inquiry for concrete mixers. E.S.B. 40958/68.
(218/68) Inquiry for towelling fabrics. E.S.B. 40212/68.

Israel
(217/68) Agency inquiry for jute cloth. E.S.B. 40947/68.
(214/68) Inquiry for bottle filling machinery. E.S.B. 9407/68.
(216/68) Inquiry for microscopes. E.S.B. 40779/68.
(215/68) Inquiry for runner bricks press. E.S.B. 40906/68.
(217/68) Inquiry for organic intermediates; thionyl chloride. E.S.B. 30634/68.

(218/68) Manufacture under licence – pvc covers; pvc furniture. E.S.B. 33985/68.

Italy
(213/68) Agency inquiry for paper products. E.S.B. 39614/68.
(213/68) Agency inquiry for pneumatic tools; spraying equipment. E.S.B. 39665/68.
(214/68) Inquiry for brake linings. E.S.B. 39645/68.
(214/68) Agency inquiry for car spares and accessories. E.S.B. 39647/68.
(214/68) Agency inquiry for clothing. E.S.B. 33904/68.
(214/68) Agency inquiry for deck handling equipment; ship mooring equipment. E.S.B. 39690/68.
(214/68) Agency inquiry for marine instruments. E.S.B. 39634/68.
(214/68) Agency inquiry for proprietary medicines. E.S.B. 39639/68.
(217/68) Agency inquiry for cravats; neckerchiefs; scarves; shirts; ties. E.S.B. 40025/68.
(218/68) Agency inquiry on axles. E.S.B. 40780/68.
(213/68) Manufacture under licence – agency inquiry for air conditioning plant; boiler equipment; electric and hydraulic control gear; turbo generators. E.S.B. 38937/68.
(214/68) Inquiry for electro-medical and surgical equipment; intercommunication equipment; radio paging system. E.S.B. 40022/68.
(217/68) Inquiry for coffee vending machines. E.S.B. 40961/68.
(217/68) Inquiry for fire fighting equipment and accessories. E.S.B. 39672/68.

Jamaica
(214/68) Inquiry for agricultural machinery. E.S.B. 40313/68

Japan
(217/68) Manufacture under licence – overhead chain conveyors. E.S.B. 37251/68.

Jordan
(215/68) Inquiry for foundry machinery and equipment. E.S.B. 40314/68.

Kenya
(215/68) Agency inquiry for shoes; suits; trousers. E.S.B. 40624/68.
(218/68) Inquiry for scholastic equipment. E.S.B. 40263/68.

Kuwait
(215/68) Agency inquiry for razor blades; tooth paste. E.S.B. 39582/68.
(213/68) Inquiry for hand and power tools; lathes. E.S.B. 39583/68.

Lebanon
(214/68) Agency inquiry for ring spinning tubes. E.S.B. 10159/68.
(216/68) Agency inquiry for floor coverings. E.S.B. 40251/68.

Malaysia
(215/68) Agency inquiry for capacitors; diodes; fuses; resistors; transistors; valves. E.S.B. 29501/68.
(215/68) Inquiry for resistors. E.S.B. 40379/68.

Malta
(213/68) Agency inquiry for biscuits; chocolate. E.S.B. 39577/68.

Morocco
(215/68) Inquiry for railway sleeper cross bars. E.S.B. 39589/68.
(217/68) Inquiry for stencil paper. E.S.B. 41033/68.

Netherlands
(215/68) Inquiry for press. E.S.B. 38226/68.

New Zealand
(213/68) Inquiry for temperature reading units. E.S.B. 39604/68.
(214/68) Inquiry for television components. E.S.B. 39584/68.
(214/68) Inquiry for worms and worm wheels. E.S.B. 40219/68.
(215/68) Inquiry for portable coolant systems for machine tools. E.S.B. 40231/68.

Norway
(214/68) Agency inquiry for underwear. E.S.B. 40342/68.
(216/68) Agency inquiry for giftware; leather goods. E.S.B. 40054/68.
(216/68) Agency inquiry for pillow cases; sheets; tablecloths; towels; women's underwear and nightwear. E.S.B. 40320/68.

Pakistan
(215/68) Inquiry in respect of production of telecommunication equipment, raw materials and parts. E.S.B. 38935/68.

Peru
(214/68) Inquiry for domestic electrical appliance components. E.S.B. 40324/68.

Philippines, Republic of
(214/68) Inquiry for pipe fittings machinery. E.S.B. 38999/68.

Puerto Rico
(213/68) Agency inquiry for clocks; decorative ornaments. E.S.B. 38751/68.

Saudi Arabia
(214/68) Inquiry for batteries; building construction equipment; electrical fittings and accessories; expansion joint materials; paint; torches. E.S.B. 40375/68.

Singapore, Republic of
(215/68) Inquiry for blankets and sheets; foodstuffs; linen; towels. E.S.B. 39699/68.

South Africa, Republic of
(214/68) Agency inquiry for belt fasteners. E.S.B. 34166/68.
(215/68) Manufacture under licence – sheet metal products. E.S.B. 36758/68.
(217/68) Manufacture under licence – wire drawing machinery. E.S.B. 40794/68.

Spain
(215/68) Inquiry for lamps. E.S.B. 40708/68.
(215/68) Manufacture under licence – agency inquiry for cleaning articles; cosmetics; household chemicals; perfumery. E.S.B. 39354/68.
(217/68) Inquiry for non-woven fabrics. E.S.B. 35544/68.

Sweden
(213/68) Agency inquiry for ovens; toasters. E.S.B. 39568/68.
(214/68) Agency inquiry for curtain materials, upholstery fabrics. E.S.B. 38885/68.
(214/68) Agency inquiry for shoes and slippers. E.S.B. 38570/68.
(217/68) Agency inquiry for hydraulic jacks. E.S.B. 40689/68.
(215/68) Inquiry for gauze discs. E.S.B. 40062/68.
(216/68) Agency inquiry for recording tape. E.S.B. 40619/68.

Switzerland
(213/68) Agency inquiry for china and earthenware; cutlery. E.S.B. 39322/68.
(214/68) Inquiry for aluminium window jambs. E.S.B. 40361/68.

Thailand
(214/68) Inquiry for wood wool slab machinery. E.S.B. 27423/68.

Trinidad/Tobago
(214/68) Agency inquiry for leather shoes. E.S.B. 39687/68.
(215/68) Agency inquiry for engineering and industrial supplies. E.S.B. 38566/68.
(215/68) Agency inquiry for lace curtains; suitings. E.S.B. 40070/68.
(214/68) Inquiry for acid; bottles; corks; filters; nails; steel strapping. E.S.B. 39285/68.
(214/68) Inquiry for biscuits. E.S.B. 40096/68.
(216/68) Inquiry for go-karts. E.S.B. 40777/68.
(217/68) Inquiry for beauty equipment; hair dryers; shampoos and styling chairs. E.S.B. 40069/68.
(218/68) Inquiry for egg box producing machinery. E.S.B. 41082/68.

Tunisia
(217/68) Inquiry for gangways. E.S.B. 38142/68.

Turkey
(213/68) Manufacture under licence – abrasives; emery paper; grinding stones. E.S.B. 38704/68.

Uganda
(213/68) Agency inquiry for dog accessories; fish farm equipment; garden tools; pumps; seeds; veterinary products. E.S.B. 40254/68.
(216/68) Agency inquiry for brake and clutch linings; industrial belting; shock absorbers; tyres and tubes; tyre retreading raw material. E.S.B. 575/68.
(213/68) Inquiry for aluminium sheet. E.S.B. 40316/68.
(213/68) Inquiry for lampshade manufacturing materials; wire frame-making machinery. E.S.B. 40253/68.

United Arab Republic (Egypt)
(217/68) Inquiry for consumer durables. E.S.B. 40047/68.

United States of America
(213/68) Agency inquiry for plastic ribbon; wrapping paper. E.S.B. 39544/68.
(213/68) Agency inquiry for wrapping paper. E.S.B. 39543/68.
(213/68) Inquiry for industrial chemicals. E.S.B. 16143/68.
(214/68) Inquiry for calcined clay; foundry trade materials; investment casting binder. E.S.B. 40036/68.
(214/68) Inquiry for carbon flat ground stock; wire rods. E.S.B. 39680/68.
(214/68) Inquiry for dies; machine tools; measuring instruments. E.S.B. 31027/68.
(216/68) Inquiry for ring binder mechanisms. E.S.B. 40796/68.
(218/68) Inquiry for flight information display systems; television monitors. E.S.B. 32995/68.

Various
(213/68) Ministry of overseas development – consultancy services. G.D. 3363/G.
(213/68) Visits by British Overseas Commercial Representatives. E.S.B. 6865/66.

Venezuela
(213/68) Agency inquiry for catering equipment; gas burners; laundry equipment; maize mills. E.S.B. 38948/68.
(213/68) Inquiry for ceramics; porcelain and pottery; gift items; silverware. E.S.B. 40214/68.

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† For further details of the 'Export Service Bulletin' see page 1254.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the June 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Trade (see page viii of September* 13 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Machine tool sales tour

MR. JAMES CROCKETT, European sales manager of Giddings and Lewis-Fraser Ltd., machine tool manufacturers of Abroath, Scotland is making a tour of Turkey, Greece, Israel and South Africa in an attempt to increase sales in those countries of the company's numerically controlled machines.

During his visit he will call on existing customers and potential customers in the four countries.

Sales talks with Czechs

MR. W. KENNEDY, regional marketing manager, BDH Chemicals Ltd., is returning to Czechoslovakia this month to discuss requirements for 1969 with senior Czech officials. Mr. Kennedy has just returned from an 18-day sales tour of Switzerland, Austria, Czechoslovakia and Yugoslavia. Arrangements have been finalized by BDH Chemicals Ltd., Poole, for distribution of fine chemicals throughout Yugoslavia.

Far East sales boost

MR. TERRY EASTWOOD, BDH Chemicals Ltd.'s regional marketing manager for SE Asia and the Far East, is making his second visit to the area this year. His itinerary includes calls at Karachi, Lahore, Dacca, Bangkok, North Thailand, Kuala Lumpur, Singapore, Colombo and Bombay, on a 20,000-mile round trip to universities and hospitals.

Mr. Eastwood's visit is part of a continuing effort by BDH Chemicals to increase overseas sales for which it received the Queen's Award to Industry last year.

Eight weeks sales drive

COMMANDER Julian Pearson, managing director of Charrington Vintners (Overseas), is currently on a sales tour of the Far East, Australia and New Zealand. Following a stop in Tokyo he will also call at Singapore, Perth, Melbourne, New Zealand, Bangkok and Hong Kong before returning to London. Before leaving Commander Pearson said he hoped to expand existing trade and find new outlets for Old Bushmills Irish Whiskey and Hedges and Butler Royal Scotch Whisky.

Charrington Vintners (Overseas) is a subsidiary of Bass Charrington International Ltd., which is concerned with marketing all products of the Bass Charrington Group on a worldwide basis.

Third visit to South Africa

MAKING his third visit to South Africa since 1964, Mr. Owen Pryke, sales manager (Overseas) of the Hoffman Manufacturing Co. Ltd., Chelmsford, Essex, during his month-long tour will visit the company's distributors and customers in Nairobi, Cape Town, Johannesburg and Durban.

In addition to producing a comprehensive range of standard ball and roller bearings for general industrial applications, Hoffman also manufacture a wide range of more specialized bearings, from precision miniature bearings for gyros and instruments, to main bearings for jet aero engines and heavy duty roller bearings for steel mills and similar special-purpose high-performance machines.

Executives east and west tour

MR. A. W. ALLEN, chairman of Atkinson Lorries (Holdings) Limited, and Mr. J. D. Gregson, director and general manager of Atkinson Vehicles Limited, the Preston heavy commercial vehicle and specialized vehicle manufacturers, have started a 31-day tour of the Far East and Africa. They are visiting several transport companies as well as Atkinson's overseas companies and distributors, starting in Hong Kong. Before returning to Britain on November 27 they will visit New Zealand and Australia, Johannesburg and Malawi.

Mr. Stuart Eden-Smith, sales director of Atkinson Vehicles Limited, is on an eight-days visit to the Caribbean, calling on customers in Jamaica and negotiating long-term distributor agreements within the Caribbean. Jamaica is one of Atkinson's best export territories and it is hoped to increase sales in surrounding territories.

Far East visit

MR. LEO RABENECK, the managing director of Paterson Candy International Limited, has left on an overseas tour of the Far East and Australasia. The visit will last for approximately six weeks, during which he will visit the groups subsidiary companies in India, New Zealand, Australia, Hong Kong, Thailand, Malaysia and Singapore.

UK steel delegation attend US conference

A SIX-MEMBER delegation led by Lord Melchett, chairman of the British Steel Corporation, attended the second annual meeting and conference of the International Iron and Steel Institute, in Los Angeles, California, recently. The conference, which was planned to focus the attention of industry leaders on the rapidly changing situation in world steel, was attended by more than 250 institute members and guests, representing companies responsible for about 70 per cent of the world's steel production.

BAC world export survey

THREE technical and sales teams from the Weybridge Division of British Aircraft Corporation have left London to begin airline discussions on the proposed new British jetliner the BAC 3-11.

One team is visiting Japan, the second the United States, and the third is touring Europe.

This on-the-spot market survey for the 200-220 seater BAC 3-11 is an immediate follow-up on the interest shown at Farnborough when BAC displayed a model of the new aircraft with its wide 'drawing room look' fuselage and its new technology low-noise engines.

The successful BAC One-Eleven, sales of which already top the £200 million mark, was launched as a result of similar discussions with the world's airlines.

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their address is given on pages i-viii of September* 13 *issue.*

Building export group mission

THE Building Materials Export Group which has, among other activities, organized several overseas sales missions for building material and component manufacturers, is planning the next mission to Central and East Africa in January 1969. The tour will last approximately one month and will visit Zambia, Malawi, Tanzania, Kenya and Uganda. One or two places are available on this mission and companies interested should contact BMEG, Suite 18 Chantrey House, Eccleston Street, London, S.W.1. Tel.: 01-730 2642.

Kenwood probe US market

A MOVE to launch the Kenwood Group domestic appliances on the United States market is to be made next month when Mr. John Lindsey, a group export director, will seek a distributor and investigate retail outlets for the company's food preparation machines. Mr. Lindsey will visit New York City, San Francisco, Philadelphia, Chicago and Los Angeles. Kenwood's commercial kitchen equipment is already sold in the United States through the Blakeslee company in Chicago.

Some 4,335,000 food mixers were sold in the United States last year.

Sales tour of US and Canada

MR. DESMOND FINLAY-MULLIGAN, managing director of the Universal Towel Company of East Grinstead, Sussex, has left on a three-week sales trip to the United States and Canada to promote the company's Supa-matic Six towel cabinets and towel laundering machinery. Forty per cent of the company's total production is exported.

Sales tour results in £150,000 orders

RECENTLY returned from a 10 day 2,000 miles business tour covering Belgium, Holland, Germany, Denmark and Sweden are Mr. R. C. F. Lloyd, managing director of Cosalt Caravan Division, and Mr. W. E. Boasman, general manager of the divisional unit producing the Abbey Range of caravans. Throughout the journey a 1969 14ft. Abbey caravan was in tow and the company agents were impressed.

Export orders exceeding £150,000 were obtained during the trip and, as a result, Mr. Lloyd is hoping to appoint more continental agents, particularly in Norway and Austria.

Cosalt Caravans are a division of the Cosalt Group of Grimsby.

North American visit

MR. PETER BOULTON, marketing consultant, Tarantella (Edna Kirby Ltd.), of Walsall is currently visiting Montreal, Toronto, Chattanooga, Cleveland, Akron and New York, promoting and developing sale of fine leather golf gloves and consolidating existing distributive connections.

The company is at present co-operating with many of the leading English and American professionals in the design and development of the gloves.

Marine engineers visit Australia

A PARTY of three senior officials of the Institute of Marine Engineers have left on a month's visit to Australia which will include, en route, visits to South Africa, New Zealand, Singapore and India, before they return to London on November 28. The party will consist of Captain W. S. C. Jenks, the chairman of the council; Mr. J. Stuart Robinson, director and secretary, and Mr. M. J. Pearce, the assistant secretary.

Previous overseas tours have contributed to the formation of a Canadian Division of the Institute in 1960, and an Indian Division in 1961. As well as visiting the Indian Division during the forthcoming tour, the party will hold discussions with officials of branches in principal cities in Australia.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

SUGAR

Regulation (CEE) No. 1672/68 modifies **Regulation (CEE) No. 922/68** which relates to the application of fixing in advance the levies to be applied to imports of molasses. The modification concerns the period of validity of import certificates for molasses (*Journal Officiel* No. L263 dated October 25, 1968).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1654/68 modifies the list of approved warehouses for the public stocking of milk powder during the 1968/1969 milk campaign, which appeared as an annex to **Regulation (CEE) No. 1403/68** (*Journal Officiel* No. L261 dated October 23, 1968).

Decision No. 68/370/CEE authorizes Belgium to sell at a reduced price concentrated butter held in public stock (*Journal Officiel* No. L262 dated October 24, 1968).

Regulation (CEE) No. 1660/68 concerns the sale of cheese held in stock by the Dutch intervention organization (*Journal Officiel* No. L262 dated October 24, 1968).

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 1647/68 relates to the extension in France of intervention measures in the beef and veal sector (*Journal Officiel* No. L259 dated October 22, 1968).

Regulation (CEE) No. 1676/68 modifies the Italian text of **Regulation (CEE) No. 1573/68** which modified **Regulation (CEE) No. 1072/68** which related to the determining of the elements for calculating the levy for certain frozen beef and veal, so far as it concerns the levies for frozen beef and veal in the form of *quartiers dito compenses* (*Journal Officiel* No. L263 dated October 25, 1968).

FRANCE

Liberalization of imports

THE *Board of Trade Journals* of July 5 (page 10) and July 12 (page 133) published lists of the items subject to quantitative restrictions in France with effect from July 1. The French *Journal Officiel* of October 30 announced the deletion from the lists (with effect from November 1) of the following item:

Tariff No.	Description
ex 87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09).

No details were published in respect of items falling under tariff heading ex.87.01, i.e. Road tractors, but it is understood that this was due to an oversight, and, in fact, these items have also been liberalized.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Liberalization of imports (amendment)

THE FRENCH *Journal Officiel* of October 29 announced an amendment to the tariff description covering meat in their liberalization notice dated October 16. Consequently the description published in the *Board of Trade Journal* of November 1 (page 1207) should be altered to read as follows:

Ex 02.01	Meat and edible offals of the animals falling within headings 01.01 to 01.04 inclusive, fresh, chilled or frozen:
Ex A	Meat:
Ex I	Of the horse, ass and mule species:
Ex a	Of the horse species:
1	Domestic.
b	Of the ass and mule species.
Ex IV	Other:
Ex a 1	Of domestic sheep and lamb.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

PORTUGAL

Goods exempt from import duty

THE *Board of Trade Journal* of January 26, 1968, published a list of goods exempt from import duty in Portugal under Article 3 of the EFTA Convention.

The Portuguese *Diario do Governo*, First Series, No. 137, of June 8, 1968, has announced an addition to this list.

When the goods covered by the following tariff item comply with the conditions of the note appended to the sub-heading, they may be imported free of duty from EFTA sources.

Tariff heading	Description
38 11	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms of packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers):
02	Not specified:
	Note: Products falling within the present sub heading shall be assessed to duty under the minimum tariff at the rate of 15 per cent *ad valorem* when the General Inspectorate of Agricultural and Industrial Products, with the approval of the phytopharmacological laboratory, states that they are indispensable to the defence of national agriculture and sylviculture and that quality products of the same kind cannot be made in Portugal.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

SPAIN

Import regulations

IN THE *State Gazette* of September 28 the Spanish authorities published an Order in which a number of important changes are introduced into the procedure for handling import licences and for effecting payment for imported goods. The new regulations will come into force on January 1, 1969.

Inquiries about the above notice and requests for copies of the translated Order should be addressed to: Commercial Relations and Exports Department, Board of Trade, Room 350, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3476).

Duty free quotas

IN THE *State Gazette* of October 28 the Spanish authorities announced further extensions to duty-free quotas on the items listed below. These extensions are valid until December 31, 1968.

Tariff headings	Description	Duty-free quota tons
27.01 A	Coking coal	505,000
47.01 B 1 b 47.01 B 2 a	Chemical pulp	7,500
48.01 D 3 c 1	Paper for newspapers	10,000

Inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Customs tariff: Correction

IN THE *Board of Trade Journal* dated November 1, page 1208, the following table footnote appeared under the heading Customs Tariff Amendments (2) for Spain:

'With 100 per cent rebate on policies only'.

This should have read:

'With 100 per cent rebate on polioles only'.

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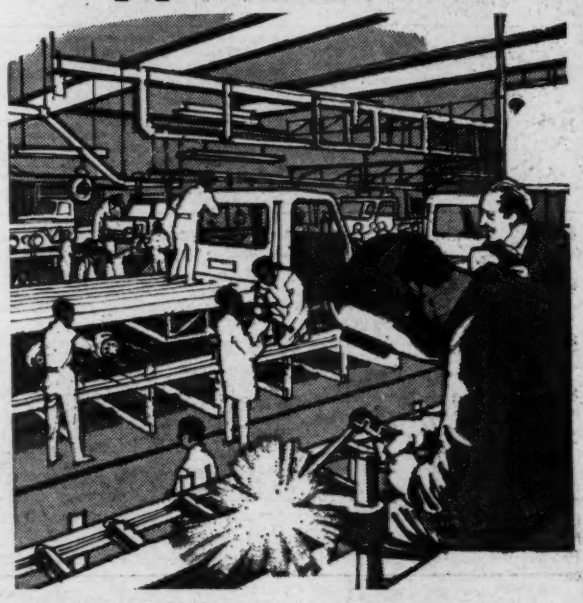

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JORDAN

Import regulations for vehicles

THE INFORMATION given in the *Journal* of October 11 has been modified by Regulation No. 47 of 1968 amending the Import Regulations of 1968, published in *Official Gazette* No. 2125 of September 19, 1968.

By this Regulation the import of trailers and semi-trailers, whether assembled or in knocked-down state, is still prohibited, but the import of trailers and semi-trailers whose load is not more than 1½ tons designed for agricultural use is permitted.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT *Gazette Extraordinary* No. 2193 of October 18 amends the Customs tariff as follows:

Notice no. R.1878

(1) The duty on bedroom slippers is amended from 30 per cent or 100c per pair (General) and 30 per cent (MFN) to 30 per cent or 20c per pair.

(2) The duty on certain spoons and forks is amended under 82.14 by substitution for subheadings Nos. 82.14.10, 82.14.20, 82.14.30 and 82.14.40 of the following:—

82.14.10. Tea, coffee, sugar, jam and other spoons of a similar size, not plated with precious metal (excluding flat blanks), 30 per cent or 37½c per doz. (General) and 30 per cent or 25c per doz. (MFN).

82.14.20. Tea, coffee, sugar, jam and other spoons of a similar size plated with silver (excluding flat blanks), 20 per cent or 37½c per doz. (General) and 20 per cent or 25c per doz. (MFN).

82.14.30. Soup, fish, dessert, table and other spoons and forks of a similar size, not plated with precious metal (excluding flat blanks), 30 per cent or 90c per doz. (General) and 30 per cent or 50c per doz. (MFN).

82.14.40. Soup, fish, dessert, table and other spoons and forks of a similar size, plated with silver (excluding flat blanks), 20 per cent or 90c per doz. (General) and 20 per cent or 50c per doz. (MFN).

Notice no. R.1879

The provision for an ordinary anti-dumping duty on stockings, socks, anklesocks and bedroom slippers, enamelled holloware of iron or steel for kitchen or table use, spoons and forks, if imported from or originating in Hong Kong, is withdrawn.

Notice no. R.1880

Provision is made for a rebate of the full duty on twine, cordage, rope or cables of polyester fibres (continuous), for weaving fabrics.

Inquiries should be addressed to the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274), quoting reference CRE 24946/G.

Customs tariff applications

CUSTOMS TARIFF Application List No. 479, published in the South African Government *Gazette* of November 1, contains applications to the Board of Trade and Industries for increases in duty on:

(1) edible gelatine not packed for retail sale from free of duty to 20 per cent *ad valorem* or 7½ per cent per pound;

(2) iron and steel products falling under tariff headings 73.10.40, 73.10.60, 73.15.10, 73.15.22, 73.15.23, 73.15.24, 73.15.25, 73.15.28, 73.15.29.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it shou'd address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274), quoting references CRE 1986/68 and 1987/68.

Customs tariff amendments

NOTICES R1929 and R1930, published in the South African Government *Gazette Extraordinary* of October 25, amend the tariff as follows:

– the heading of sub-heading 38.19.70 is amended to make it clear that specially prepared monoglycerides are classified thereunder;

– the provisions for a rebate of duty on certain upholstery materials (e.g. flexible foam, hose clamps, foam mouldings, flexible cellular rubber materials and carpeting) for use in the motor vehicle manufacturing industry, are withdrawn.

Inquiries should be addressed to Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2274) quoting reference CRE 24946/G.

ISRAEL

Postal strike

THE BOARD OF TRADE have been informed by the British Embassy in Tel Aviv that a postal strike has started in Israel.

Further information on the situation is expected in due course and any inquiries on the matter should be directed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

RHODESIA

Suspension of duty

THE CUSTOMS and Excise (Suspension) (Amendment) Regulations, 1968 (No. 9), published as Rhodesia Notice No. 840 on October 25, amends the Customs and Excise (Suspension) Regulations, 1968, to the following extent:

By the insertion, after Section 12, of:

13. (1) Subject to the provisions of subsection (2), the duty appearing in Part II of the customs tariff, in so far as it applies to the goods specified in the Tenth Schedule, is suspended to an extent sufficient to reduce such duty to the effective rate shown in that Schedule.

(2) The provisions of subsection (1) shall only have effect in respect of those goods which are entered for consumption on or before the December 31, 1968.

By the insertion, after the Ninth Schedule, of:

Tenth Schedule (Section 13).

Item		Effective Rate Duty
Ex 49 (a) (ii)	Unsweetened lemon juice, not being further processed than by the addition of preservative, in bulk	... Free

Note: Trade between the United Kingdom and Rhodesia is severely restricted. The charges in the Rhodesian tariff listed above are published for information only.

ZAMBIA

Suspension of duty

THE ZAMBIA Customs and Excise (Suspension) (Amendment) Regulations, 1968, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from October 10 by the insertion of the following items:

Item	Goods	Effective rate Duty
Ex 310 (d) (ii)	Marine distress signals, being fireworks . . .	Free
Ex 331 (2)	Chemical candles designed for use in generating oxygen for brazing or welding machines	Free

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

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CEYLON

Import control notice

AS NOTIFIED in last week's *Journal*, the Board of Trade has received a copy of Ceylon Import Control Notice No. 22/68.

The effect of this notice is to cancel Schedule III of Import Control Notice No. 2/68 published in the *Board of Trade Journal* of May 17, 1968 (pages 1553 to 1559). This notice also cancels the Schedule amended by Import Control Notice No. 6/68 published in the *Board of Trade Journal* of June 21, 1968 (pages 1895 to 1897) and the Schedule amended by Import Control Notice No. 8/68 published in the *Board of Trade Journal* of July 5, 1968 (page 66).

The Schedules to the Notices given above are replaced by the following Schedule.

This new Schedule conforms to the Brussels Tariff Nomenclature now followed by the Customs Department. It also includes the latest amendments to the tariff.

N.B. Only the items given in Column III can be imported under the Open General Licence.

Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
04 Dairy produce; birds' eggs; natural honey	04.04 Cheese and curd	04.04 Cheese.
05 Products of animal origin, not elsewhere specied or included.	05.10 Ivory, unworked or simply prepared but not cut to shape; powder and waste of ivory.	05.10 Ivory, unworked or simply prepared but not cut to shape; powder and waste of ivory.
	05.11 Tortoise-shell (shells and scales) unworked or simply prepared but not cut to shape; claws and waste of tortoise-shell.	05.11 Tortoise-shell (shells and scales) unworked or simply prepared but not cut to shape.
	05.15 Animal products not elsewhere specified or included; dead animals of Chapter 1 or Chapter 3 unfit for human consumption.	05.15 Ampoules of frozen semen imported for the breeding of animals; bristles.
08 Edible fruit and nuts; peel of melons or citrus fruit	08.04 Grapes, fresh or dried	08.04 Grapes, dried, raisins, sultanas, currants.
	08.12 Fruit, dried, other than that falling within heading No. 08.01, 08.02, 08.03, 08.04 or 08.05.	08.12 Currants.
10 Cereals	10.03 Barley	10.03 Barley.
11 Products of the milling industry, malt and starches; gluten; inulin.	11.01 Cereal flours	11.01 Corn flour.
	11.02 Cereal groats and cereal meal, other worked cereal grains (for example, rolled, flaked, polished, pearled or kibbled, but not further prepared), except husked, glazed, polished or broken rice, germ of cereals, whole, rolled, flaked or ground.	11.02 Pearled barley, semolina.
	11.06 Flour and meal of sago and of manioc, arrowroot, salep and other roots and tubers falling within heading No. 07.06.	11.06 Arrowroot flour, sago.
	11.07 Malt, roasted or not	11.07 Malt, roasted or not.
12 Oil seeds and oleaginous fruit; miscellaneous grains, seeds and fruit; industrial and medical plants; straw and fodder.	12.06 Hop cones and lupulin	12.06 Hops.
13 Raw vegetable materials of a kind suitable for use in dyeing or in tanning, lace; gums, resins and other vegetable saps and extracts.	13.02 Shellac, seed lac, stick lac and other lacs, natural gums, resins, gum-resins and balsams.	13.02 Shellac, seed lac, stick lac and other lacs, naturals gums, resins, gum-resins and balsams.
14 Vegetable plaiting and carving materials; vegetable products, not elsewhere specified or included.	14.01 Vegetable materials of a kind used primarily for plaiting (for example, cereal straw, cleaned, bleached or dyed, osier, reeds, rushes, rattans, bamboos, raffia and lime bark).	14.01 Canes and rattans.
15 Animal and vegetable fats and oils and their cleavage products; prepared edible fats, animal and vegetable waxes.	15.02 Unrendered fats of bovine cattle, sheep or goats; tallow (including 'premier jus') produced from those fats.	15.02 Tallow.
	15.07 Fixed vegetable oils, fluid or solid, crude, refined or purified.	15.07 Castor oil, ground nut oil, linseed oil, olive oil, soya bean oil.
	15.10 Fatty acids, acid oils from refining; fatty alcohols	15.10 Fatty acids; acid oils from refining.
	15.11 Glycerol and glycerol lyes	15.11 Glycerol and glycerol lyes.
16 Preparations of meat, or fish of crustaceans or molluscs	16.03 Meat extracts and meat juices	16.03 Infants' and invalids' food of meat extracts and juices (excluding essence of chicken and chicken cubes).
18 Cocoa and cocoa preparations	18.06 Chocolate and other food preparations containing cocoa	18.06 Infants' and invalids' foods containing 50% or more by weight of cocoa.
19 Preparations of cereals, flour or starch; pastrycooks' products.	19.02 Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50% by weight of cocoa.	19.02 Infants' and invalids' foods, preparations of flour, starch or malt extracts, and containing less than 50% by weight of cocoa.
	19.03 Macaroni, spaghetti and similar products	19.03 Semolina, treated.
	19.08 Pastry, biscuits, cakes and other bakers; wares, whether or not containing cocoa in any proportions.	19.08 Biscuits of special value in the treatment of specific diseases.
21 Miscellaneous edible preparations	21.07 Food preparations, not elsewhere specified or included	21.07 Infants' and invalids' foods of vegetable extracts, invalids' foods with a base of milk.
22 Beverages, spirits and vinegar	22.08 Ethyl alcohol or neutral spirits, undenatured, of a strength of 80° or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength	22.08 Ethyl alcohol or neutral spirits, undenatured, of a strength of 80° or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength.
25 Salt; sulphur; earths and stone; plastering materials, lime and cement	25.03 Sulphur of all kinds, other than sublimed sulphur, precipitated sulphur and colloidal sulphur	25.03 Sulphur of all kinds, other than sublimed sulphur, precipitated sulphur and colloidal sulphur.
	25.07 Clay (for example, kaolin and bentonite) and andalusite, kyanite and sillimanite, whether or not calcined but not including expanded clays falling within heading No. 68.07 mullite; chamotte and dinas earths.	25.07 Moulding sand, fullers earth and fire clay.
	25.12 Infusorial earths, siliceous fossil meals and similar siliceous earths for example, keiselguhr, tripolite or diatomite), whether or not calcined of an apparent specific gravity of 1 or less.	25.12 Infusorial earths.
	25.13 Pumice stone; emery; natural corundum, natural garnet and other natural abrasives, whether or not heat-treated	25.13 Pumice stone; emery; natural corundum, natural garnet and other natural abrasives, whether or not heat-treated.
	25.20 Gypsum; anhydride; calcined gypsum, and plasters with a basis of calcium sulphate, whether or not coloured, but not including plasters specially prepared for use in dentistry	25.20 Gypsum; anhydride; calcined gypsum, and plasters with a basis of calcium sulphate, whether or not coloured, but not including plasters specially prepared for use in dentistry.
	25.23 Portland cement, cement fondu, slag cement, supersulphate cement and similar hydraulic cements, whethre or not coloured or in the form of clinker.	25.23 Waterproof cement, cement clinker.
	25.27 Natural steatite, including natural steatite not further worked than roughly split, roughly squared or squared by sawing; talc.	25.27 Natural steatite. Talc (other than toilet powder).
	25.30 Crude natural borates and concentrates thereof (calcined or not) but not including borates separated from natural brine; crude natural boric acid containing not more than 85% of H_3BO_3 calculated on the dry weight.	25.30 Crude natural borates and concentrates thereof (calcined or not) but not including borates separated from natural brine.
27 Mineral fuels, mineral oils and products of their distillations; bituminous substances; mineral waxes	27.01 Coal; briquettes, ovoids and similar solid fuels manufactured from coal.	27.01 Coal.
	27.04 Coke and semi-coke of coal, of lignite or of peat	27.04 Coke and semi-coke of coal, of lignite or of peat.
	27.05 Retort carbon	27.05 Retort carbon.
	27.05 *bis* – Coal gas, water gas, producer gas and similar gases (optional heading).	27.05 *bis* – Coal gas, water gas, producer gas and similar gases (excluding chlorine).
	27.06 Tar distilled from coal, from lignite or from peat, and other mineral tars, including partially distilled tars and blends of pitch with creosote oils or with other coal tar distillation products.	27.06 Tar distilled from coal, from lignite or from peat, and other mineral tars, including partially distilled tars and blends of pitch with creosote oils or with other coal tar distillation products.
	27.07 Oils and other products of its distillation of high temperature coal tar; other oils and products as defined in Note 2 to this Chapter.	27.07 Crude chemicals from coal, petroleum or natural gas.
	27.08 Pitch and pitch coke, obtained from coal tar or from other mineral tars.	27.08 Pitch and pitch coke, obtained from coal tar or from other mineral tars.

Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
	27.10 Petroleum oils and oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations.	27.10 White spirit. Special boiling point oils.
	27.12 Petroleum jelly	27.12 (r.t.m.) Vaseline.
	27.13 Paraffin wax, micro-crystalline wax, slack wax, ozokerite, lignite wax, peat wax and other mineral wax, whether or not coloured.	27.13 Paraffin wax.
	27.14 Petroleum bitumen, petroleum coke and other residues of petroleum oils or of oils obtained from bituminous minerals.	27.14 Petroleum bitumen, petroleum coke and other residues of petroleum oils or of oils obtained from bituminous minerals.
	27.15 Bitumen and asphalt, natural; bituminous shale, asphaltic rock and tar sands.	27.15 Bitumen and asphalt, natural; bituminous shale.
28 Inorganic chemicals; organic and inorganic compounds of precious metals, of rare earth metals, of radio-active elements and of isotopes.	28 Inorganic chemicals; organic and inorganic compounds of precious metals, of rare earth metals, of radio-active elements and of isotopes.	28 Inorganic chemicals; organic and inorganic compounds of precious metals, of rare earth metals, of radio-active elements and of isotopes (excluding chlorine and caustic soda).
29 Organic chemicals	29 Organic chemicals	29 Organic chemicals, excluding camphor.
30 Pharmaceutical products	30.04 Wadding, gauze, bandages and similar articles (for example, dressings, adhesive plasters, poultices), impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes, other than goods specified in Note 3 to this Chapter.	30.04 Wadding, gauze, bandages and similar articles (for example, dressings, adhesive plasters, poultices) impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes other than goods specified in Note 3 to this Chapter.
	30.05 Other pharmaceutical goods	30.05 Dental materials, not elsewhere specified or included. Surgical catgut and silk and art silk ligatures and sutures. First-aid outfits.
32 Tanning and dyeing extracts; tanning and their derivatives; dyes, colours, paints and varnishes; putty, fillers and stoppings; inks.	32.01 Tanning extracts of vegetable origin	32.01 Tanning extracts of vegetable origin.
	32.04 Colouring matter of vegetable origin (including dyewood extract and other vegetable dyeing extracts, but excluding indigo) or of animal origin.	32.04 Colouring matter of vegetable or animal origin.
	32.05 Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of a kind known as optical bleaching agents, substantive to the fibre; natural indigo.	32.05 Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of a kind known as optical bleaching agents, substantive to the fibre; natural indigo.
	32.06 Colour lakes	32.06 Colour lakes.
	32.08 Prepared pigments, prepared opacifiers and prepared colours, vitrifiable enamels and glazes, liquid lustres and similar products of the kind used in the ceramic, enamelling and glass industries, engobes (slips), glass frit and other glass in the form of powder, granules or flakes.	32.08 Frit for enamelling.
	32.09 Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in forms or packings of a kind sold by retail.	32.09 Stamping foil. Dyes in forms or packings of a kind sold by retail.
	32.10 Artists' students' and signboard painters' colours, modifying tints, amusement colours and the like, in tablets, tubes, jars, bottles, pans or in similar forms or packings, including such colours in sets or outfits, with or without brushes, palettes or other accessories.	32.01 Artists' and students' colours (crayons, printing inks and pastels cannot be imported under this number).
	32.11 Prepared driers	32.11 Prepared driers.
	32.12 Glaziers, putty; grafting putty; painters' fillings, and stopping, sealing and similar mastics, including resin mastics and cements.	32.12 Stopping, sealing and similar mastics, including resin mastics and cements (excluding catalog paste).
	32.13 Writing inks, printing ink and other inks	32.13 Drawing ink indian ink, marking ink and thermograph ink.
33 Essential oils and resinoids: perfumery, cosmetics and toilet preparations.	33.06 Perfumery, cosmetics and toilet preparations	33.06 Hair dyes.
34 Soap, organic, surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishes and scouring preparations, candles and similar articles, modelling pastes and 'Dental Waxes.)	34.02 Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap.	34.02 Lavatory-cleansing preparations in bulk.
	34.05 Polishes and creams, for footwear, furniture or floor, metal polishes, scouring powders and similar preparations but excluding prepared waxes falling within heading No. 34.04.	34.05 Carborundum paste and grinding paste. Wax (sail makers' and shoe makers') boiler cleaning fluid.
35 Albuminoidal substances; glues	35.01 Casein, caseinates and other casein derivatives; casein glues.	35.01 Casein, caseinates and other casein derivatives; casein glues.
	35.02 Albumins, albuminates and other albumin derivatives	35.02 Albumins, albuminates and other albumin derivatives.
	35.05 Dextrins and dextrin glues; soluble or roasted starches; starch glues.	35.05 Dextrins and dextrin glues; soluble or roasted starches; starch glues.
	35.06 Prepared glues not elsewhere specified or included; products suitable for use as glues put up for sale by retail as glues in Packages not exceeding a net weight of 1 kg.	35.06 Prepared glues not elsewhere specified or included; products suitable for use as glues put up for sale by retail as glues in packages not exceeding a net weight of 1 kg.
36 Explosives; pyrotechnic products; matches, pyrophoric alloys; certain combustible preparations.	36.08 Other combustible preparations and products	36.08 Mechanical lighter fuel.
37 Photographic and cinematographic goods	37.01 Photographic plates and film in the flat, sensitized, unexposed, of any material other than paper, paperboard or cloth.	37.01 Photographic plates and film in the flat, sensitized, unexposed, of any material other than paper, paperboard or cloth.
	37.02 Film in rolls, sensitized, unexposed perforated or not	37.02 Film in rolls, sensitized, unexposed perforated or not.
	37.03 Sensitized paper, paperboard and cloth, unexposed or exposed, but not developed.	37.03 Sensitized paper, paperboard and cloth, unexposed or exposed, but not developed.
	37.08 Chemical products and flash light materials, of a kind and in a form suitable for use in photography	37.08 Chemical products and flash light materials, of a kind and in a form suitable for use in photography.
38 Miscellaneous chemical products	38.05 Tall oil	38.05 Tall oil.
	38.07 Spirits of turpentine (gum, wood and sulphate) and other turpentine solvents produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil (excluding 'pine oils' not rich in terpineol).	38.07 Spirits of turpentine. pine oil.
	38.08 Rosin and resin acids and derivatives thereof other than ester gums included in heading No. 39.05; rosin spirit and rosin oils.	38.08 Rosin.
	38.11 Miscellaneous chemical products	38.11 Naphthalene.
	38.13 Pickling preparations for metal surfaces; fluxes and other auxiliary preparations for soldering, brazing or welding; soldering, brazing or welding powders and pastes consisting of metal and other materials; preparations of a kind used as cores or coating for welding rods and electrodes.	38.13 Pickling preparations for metal surfaces; fluxes and other auxiliary preparations for soldering brazing or welding; soldering, brazing or welding powders and pastes consisting of metal and other materials; preparations of a kind used as cores for coatings for welding rods and electrodes.
	38.14 Anti-knock preparations, oxidation inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils.	38.14 Anti-knock preparations, oxidation inhibitors, viscosity improvers, anti corrosive preparations and similar prepared additives for mineral oils, in retail packings.
	38.17 Preparations and charges for fire extinguishers; charged fire extinguishing grenades.	38.17 Preparations and charges for fire extinguishers; charged fire extinguishing grenades.

(Continued on next page)

CEYLON, *continued*

Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
	38.19 Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included.	38.19 Refractory cements or mortars; fire cement; boiler cement and compositions; blacking for foundry (casting) purposes; lime soda; getters for electric lamp bulbs; hardeners; anti-rust products; anti-scaling compounds; anti-slip transmission belt preparations; non-agglomerated metallic carbides; carbon blocks, plates and bars; ceramic preparations for manufacture of artificial teeth; deodorants (excluding medicaments, disinfectants and preparations); hardening agents for glues; chemical ink removers in retail packing; dental plasters; stencil correctors in retail packing; stencil correcting varnishes in retail packings.
39 Artificial resins and plastic materials, cellulose esters and ethers; articles thereof.	39.01 Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones).	39.01 Plastic products in primary forms such as powders, granules and pellets.
	39.02 Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinylacetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins).	39.02 Plastic products in primary forms such as powders, granules and pellets.
	39.05 Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber).	39.05 Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber).
	39.07 Articles of materials of the kind described in heading Nos. 39.01 to 39.06.	39.07 Infants' soothers, tracing film.
40 Rubber, synthetic rubber, factice, and articles thereof .	40.08 Plates, sheets, strips, rods and profile shapes, of unhardened vulcanized rubber.	40.08 Vulcanized rubber sheeting and mackintosh sheeting.
	40.10 Transmission, conveyor or elevator belts or belting, of vulcanized rubber.	40.10 Transmission, conveyor or elevator belts or belting, of vulcanized rubber.
	40.11 Rubber tyres, tyre cases, interchangeable tyre treads, inner tubes and tyre flaps, for wheels of all kinds.	40.11 Pneumatic rubber tyres and inner tubes for pedal cycles (excluding sizes 28 in. x 1½ in. and 26 in. x 1¾ in.) Tyres and inner tubes for use exclusively on tractors (excluding sizes 5·20 x 13, 5·20 x 14, 5·60 x 15, 8·25 x 20 and 7·50 x 20·. Pneumatic tubber tyres and inner tubes for motor vehicles (excluding sizes 5·20 x 13, 5·20 x 14, 5·60 x 15, 8·25 x 20, 7·50 x 20 and two-ply tyres). Pneumatic rubber tyres and inner tubes for motor cycles. Solid rubber tyres for motor vehicles. Solid rubber tyres for other vehicles, excluding perambulators and rickshaws.
	40.12 Hygienic and pharmaceutical articles (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber.	40.12 Hygienic and pharmaceutical articles (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber.
	40.13 Articles of apparel and clothing accessories (including gloves) for all purposes of unhardened vulcanized rubber.	40.13 Rubber gloves. Diving suits.
	40.14 Other articles of unhardened vulcanized rubber . .	40.14 Air-filled cot sheets. Patches for repairing tyres and tubes. Rubber washers for machinery and engines.
42 Articles of leather, saddlery and harness; travel goods; handbags and similar containers; articles of animal gut (other than silk-worm gut).	42.03 Articles of apparel and clothing accessories of leather or of composition leather.	42.03 Gloves for sports, of leather or of composition leather.
	42.04 Articles of leather or of composition leather of a kind used in machinery or mechanical appliances or for industrial purposes.	42.04 Articles of leather or of composition leather of a kind used in machinery or mechanical appliances or for industrial purposes.
45 Cork and articles of cork	45.02 Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut in size for corks or stoppers).	45.02 Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers).
	45.03 Articles of natural cork	45.03 Gaskets.
	45.04 Agglomerated cork (being cork agglomerated with or without a binding substance) and articles of agglomerated cork.	45.04 Agglomerated cork sheets or strips. Gaskets.
47 Paper-making materials	47.01 Pulp derived by mechanical or chemical means from any fibrous vegetable material.	47.01 Pulp derived by mechanical or chemical means from any fibrous vegetable material.
48 Paper and paperboard; articles of paper pulp, of paper or of paperboard.	48.01 Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets.	48.01 Newsprint in rolls or reels. Kraft paper. Cigarette paper. Filter paper. Tissue paper. Blotting paper, tracing paper, teleprint paper.
	48.03 Parchment or greaseproof paper and paperboard, and imitations thereof, and glazed transparent paper in rolls or sheets.	48.03 Greaseproof paper.
	48.05 Paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated, in rolls or sheets.	48.05 Crepe paper.
	48.07 Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lines or squared and not constituting printed matter within Chapter 49) in rolls or sheets.	48.07 Gum paper, leatherette paper, marble paper, clothlined paper for maps and charts, oil paper, flint paper, insulating paper and photographic mounting board
	48.09 Building board or wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders.	48.09 Wall and partitioning boards, compressed fibre boards, wall boards or wood fibre.
	48.10 Cigarette paper, cut to size, whether or not in the form of booklets or tubes.	48.10 Cigarette paper in rolls.
	48.13 Carbon and other copying paper (including duplicator stencils) and transfer paper, cut to size whether or not put up in boxes.	48.13 Stencil paper. Other copying paper (excluding carbon paper).
	48.15 Other paper and paperboard, cut to size or shape .	48.15 Filter paper and filter sheet. Toilet paper and toilet tissues. Monotype paper.
	48.21 Other articles or paper pulp, paper, paperboard or cellulose Wadding.	48.21 Blank clock cards and punch cards.
49 Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans.	49.01 Printed books, booklets, brochures, pamphlets and leaflets.	49.01 Printed books, booklets, brochures, pamphlets and leaflets.
	49.02 Newspapers, journals and periodicals, whether or not illustrated.	49.02 Newspapers, journals and periodicals, whether or not illustrated.
	49.03 Children's picture books and painting books . .	49.03 Children's picture books and painting books.
	49.04 Music, printed or in manuscript whether or not bound or illustrated.,	49.04 Music, printed or in manuscript whether or not bound or illustrated.
	49.05 Maps and hydrographic and similar charts of all kinds, including atlases, wall maps and topgraphical plans, printed; printed globes (terrestrial or celestial).	49.05 Maps and hydrographic and similar charts of all kinds including atlases, wall maps and topographical plans, printed; printed globes (terrestrial or celestial).
50 Silk and waste silk	50.02 Raw silk (not thrown)	50.02 Raw silk (not thrown).

(*Continued on page* 1269)

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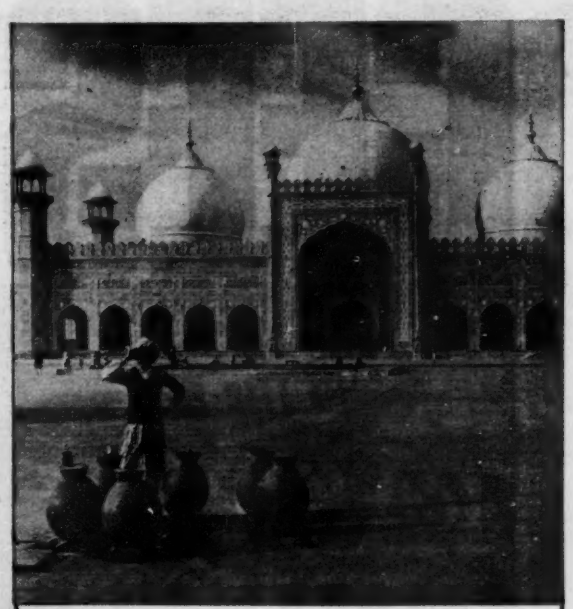

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CEYLON, *continued*

Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
51 Man-made fibres (continuous)	51.01 Yarn of man-made fibres (continuous), not put up for retail sale.	51.01 Yarn of man-made fibres (continuous), not put up for retail sale, of a value not exceeding Rs. 12/- (c.i.f.) per pound.
	51.02 Monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials.	51.02 Monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials, of a value not exceed Rs. 12/- (c.i.f.) per pound.
	51.03 Yarn of man-made fibres (continuous) put up for retail sale.	51.03 Yarn of man-made fibres (continuous) put up for retail sale, of a value not exceeding Rs. 12/- (c.i.f.) per pound.
53 Wool and other animal hair	53.01 Sheep's, lambs' wool, not carded or combed	53.01 Sheep's or lambs' wool, carded ot combed.
	53.06 Yarn of carded sheep's or lambs' wool (woollen yarn), not put up for retail sale.	53.06 Yarn of carded sheep's or lambs' wool (woollen yarn), not put up for retail sale.
	53.07 Yarn of combed sheep's or lambs' wool (worsted yarn), not put up for retail sale.	53.07 Yarn of combed sheep's or lambs' wool (worsted yarn), not put up for retail sale.
	53.08 Yarn of fine animal hair (carded or combed), not put up for retail sale.	53.08 Yarn of animal hair (carded or combed), not put up for retail sale.
	53.09 Yarn of horsehair or of other coarse animal hair, not put up for retail sale.	53.09 Yarn of horsehair or of other coarse animal hair, not put up for retail sale.
	53.10 Yarn of sheep's or lambs' wool, of horsehair or of other animal hair (fine or coarse), put up for retail sale.	53.10 Yarn of sheep's or lambs' wool, of horsehair or of other animal hair (fine or coarse), put up for retail sale.
54 Flax and ramie	54.03 Flax or ramie yarn, not put up for retail sale	54.03 Flax or ramie yarn, not put up for retail sale.
	54.04 Flax or ramie yarn, put up for retail sale	54.04 Flax or ramie yarn, put up for retail sale.
55 Cotton	55.01 Cotton, not carded or combed	55.01 Cotton, not carded or combed.
56 Man-made fibres (discontinuous)	56.05 Yarn of man-made fibres (discontinuous or waste), not put up for retail sale.	56.05 Yarn of man-made fibres (discontinuous or waste), not put up for retail sale, of a value not exceeding Rs. 12 (c.i.f.) per pound.
	56.06 Yarn of man-made fibres (discontinuous or waste), put up for retail sale.	56.06 Yarn of man-made fibres (discontinuous or waste), put up for retail sale of a value not exceeding Rs. 12 (c.i.f.) per pound.
57 Other vegetable textile material paper yarn and woven fabrics of paper yarn	57.03 Jute raw or processed but not spun Tow and waste of jute (including pulled or garnetted rags or ropes)	57.03 Jute fibre.
	57.05 Yarn of true hemp	57.05 Yarn of true hemp.
	57.10 Woven fabrics of jute	57.10 Jute hessian.
59 Wadding and felt; twine, cordage, ropes and cables; special fabrics; impregnated and coated fabrics; textile articles of a kind suitable for industrial use.	59.02 Felt and articles of felt, whether or not impregnated or coated.	59.02 Hair felt; roofing felt (including asphalted); rubberized felt.
	59.04 Twine, cordage, ropes and cables, plaited or not	59.04 Twine, cordage, ropes and cables, plaited or not (excluding nylon twine).
	59.11 Rubberized textile fabrics, other than rubberized knitted or crocheted goods.	59.11 Insulating tape.
	59.12 Textile fabrics otherwise impregnated or coated; Painted canvas, being theatrical scenery, studio backcloths or the like.	59.12 Canvas for tarpaulins and sails.
	59.14 Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighters, candles and the like; tubular knitted gas-mantles fabric and incandescent gas mantles.	59.14 Incandescent mantles.
	59.15 Textile hosepiping and similar tubing with or without lining, armour or accessories of other materials.	59.15 Textile hosepiping and similar tubing with or without lining, armour or accessories of other materials.
	59.16 Transmission, conveyor or elevator belts or belting, of textile materials, whether or not strengthened with metal or other material.	59.16 Transmission, conveyor or elevator belts or belting, of textile materials, whether or not strengthened with metal or other material.
	59.17 Textile fabrics and textile articles of a kind commonly used in machinery or plant.	59.17 Textile fabrics and textile articles of a kind commonly used in machinery or plant.
62 Other made up textile articles	62.01 Travelling rugs and blankets	62.01 Coarse woollen cumblies, cotton cumblies mixed cotton cumblies.
	62.05 Other made up textiles (including dress patterns)	62.05 Silicate of cotton.
63 Old clothing and other textile articles; rags	63.01 Clothing, clothing accessories, travelling rugs and blankets, household linen and furnishing articles (other than articles falling within heading nos. 58.01, 58.02, or 58.03), of textile materials, footwear and headgear of any material, showing signs of appreciable wear and imported in bulk or in bales, sacks or similar bulk packings.	63.01 Old woollen clothing and old woollen blankets. Showing signs of appreciable wear and imported in bulk or in bales, sacks or similar bulk packings.
65 Headgear and parts thereof	65.06 Other headgear, whether or not lined or trimmed	65.06 Safety helmets.
68 Articles of stone, of plaster, of cement, of asbestos, of mica and of similar materials.	68.04 Millstones, grindstones, grinding wheels and the like (including grindings, sharpening, polishing, trueing and cutting wheel, heads, discs and points), of natural stone, (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery, with or without cores, shanks, sockets, axles and the like of other materials, but not mounted on frameworks; segments and other finished parts of such stones and wheels of natural stone (agglomerated or not) of agglomerated natural or artificial abrasives, or of pottery.	68.04 Millstones, grindstones, grinding wheels and the like (including grinding, sharpening polishing, trucin and cutting wheels, heads, discs and points), of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery with or without cores, shanks, sockets, axles and the like of other materials, but not mounted on frameworks; segments and other finished parts of such stones and wheels of natural stone (agglomerated or not) of agglomerated natural or artificial abrasives, or of pottery.
	68.05 Hand polishing stones, whetstones oilstones, hones and the like of natural stone, of agglomerated natural or artificial abrasives, or of pottery.	68.05 Hand polishing stones, whetstones, oilstones, hones and the like, of natural stone, or agglomerated natural or artificial abrasives, or of pottery.
	68.07 Slag wool, rock wool and similar mineral wools; exfoliated vermiculite, expanded clays, foamed slag and similar expanded mineral materials; mixtures and articles of heat-insulating sound-insulating, or sound-absorbing mineral materials, other than those falling in heading No. 68.12 or 68.13, or in chapter 69.	68.07 Slag wool, rock wool and similar mineral wools; exfoliated vermiculite, expanded clays, foamed slag and similar expanded mineral materials; mixtures and articles of heat-insulating, sound insulating, or sound-absorbing mineral materials, other than those falling in heading No. 68.12 or 68.13 or in chapter 69.
	68.13 Fabricated asbestos and articles thereof (for example, asbestos board, thread and fabric; asbestos clothing, asbestos jointing), reinforced or not, other than goods falling within heading no. 68.14; mixtures with a basis of asbestos and mixtures with a basis of asbestos and magnesium carbonate, and articles of such mixtures.	68.13 Asbestos fibrous fillers and asbestos packing. Fire-proof clothing of asbestos. Asbestos insulators; gloves, masks, helmets, hats and aprons of asbestos, asbestos jointing (excluding building materials, and metal plastic joints.)
	68.14 Friction materials (segments, discs, washers strips, sheets, plates, rolls and the like) of a kind suitable for brakes, for clutches or the like, with a basis of asbestos other mineral substances or of cellulose, whether or not combined with textile or other materials.	68.14 Clutch plate linings.
69 Ceramic products	69.01 Heat-insulating bricks, blocks, tiles and other heat-insulating goods of infusorial earths, of kieselguhr, of silliceous fossil meal or of similar siliceous earths.	69.01 Heat-insulating bricks, blocks, tiles and other heat-insulating goods of infusorial earths, of kieselguhr, of siliceous fossil meal or of similar siliceous-earths.
	69.02 Refractory bricks, blocks, tiles and similar refractory constructional goods, other than goods falling within heading no. 69.01.	69.02 Refractory bricks, blocks, tiles and similar refractory constructional goods other than falling within heading no. 69.01.
	69.03 Other refractory goods (for example retorts, crucibles, muffles, nozzles, plugs, supports, cupels, tubes, pipes, sheaths and rods), other than goods falling within heading no. 69.01.	69.03 Other refractory goods (for example retorts, crucibles, muffles, nozzles, plugs, supports, cupels, tubes, pipes, sheaths and rods), other than goods falling within heading no. 69.01.
	69.09 Laboratory, chemical or industrial wares; troughs, tubes and similar receptacles of kind used in agriculture; pots, jars and similar articles of a kind commonly used for the conveyance of packing goods.	69.09 Laboratory, chemical or industrial wares (including candles for water filters, but excluding water filters).
	69.13 Statuettes and other ornaments, and articles of personal adornment; articles of furniture.	69.13 Ceramic oil lamps.

(Continued on next page)

Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
70 Glass and glassware	70.04 Unworked, cast or rolled glass (including flashed or wired glass), whether figured or not, in rectangles.	70.04 Surface-worked flat glass (excluding glass with worked edges).
	70.06 Cast, rolled, drawn or blown glass (including flashed or wired glass) in rectangles, surface ground or polished, but not further worked.	70.06 Cast, rolled, drawn or blown glass (including flashed or wired glass) in rectangles, surface ground or polished but not further worked.
	70.08 Safety glass consisting of toughened or laminated glass, shaped or not.	70.08 Safety glass consisting of toughened or laminated glass, shaped or not.
	70.11 Glass envelopes (including bulbs and tubes) for electric lamps, electronic valves or the like.	70.11 Glass bulbs for manufacture of electric lamps.
	70.12 Glass inners for vacuum flasks or for other vacuum vessels, and blanks therefor.	70.12 Glass inners for vacuum flasks or for other vacuum vessels, and blanks therefor.
	70.13 Glassware (other than articles falling in heading no. 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses.	70.13 Infants' feeding bottles.
	70.15 Clock and watch glasses, and similar glasses (including glass of a kind used for sunglasses but excluding glass suitable for corrective lenses), curved, bent, hollowed and the like; glass spheres and segments of spheres, of a kind used for the manufacture of clock and watch glasses and the like.	70.15 Clock and watch glasses.
	70.16 Bricks, tiles, slabs, paving blocks, squares and other articles of pressed or moulded glass, of a kind commonly used in building; multi-cellular glass in blocks, slabs, plates, panels and similar forms.	70.16 Bricks, tiles, slabs, paving blocks, squares and other articles of pressed or moulded glass, of a kind commonly used in building; multi-cellular glass in blocks, slabs, plates, panels and similar forms.
	70.18 Optical glass and elements of optical glass, other than optically worked elements; blanks for corrective spectacle lenses.	70.18 Optical glass and elements of optical glass other than optically worked elements; blanks for corrective spectacle lenses.
	70.20 Glass fibre (including wool), yarns, fabrics and articles made therefrom.	70.20 Fibre glass insulating materials.
73 Iron and steel and articles thereof	73.01 Pig iron, cast iron and speigeleisen, in pigs, blocks, lumps and similar forms.	73.01 Pig iron, cast iron and speigeleisen, in pigs, blocks, lumps and similar forms.
	73.02 Ferro-alloys	73.02 Ferro-alloys.
	73.06 Puddled bars and pilings; ingots, blocks, lumps and similar forms of iron or steel	73.06 Puddled bars and pilings; ingots, blocks, lumps and similar forms of iron or steel.
	73.07 Blooms, billets, slabs and sheet bars (including tinplate bars), of iron or steel; pieces roughly shaped by forging, of iron or steel	73.07 Blooms, billets, slabs and sheet bars (including tinplate bars), of iron or steel; pieces roughly shaped by forging, of iron or steel.
	73.08 Iron or steel coils for re-rolling	73.03 Iron or steel coils for re-rolling.
	73.09 Universal plates of iron or steel	73.09 Universal plates of iron or steel.
	73.10 Bars and rods (including wire rod) of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel	73.10 Bars and rods (including wire rod) of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); excluding M.S. rounds up to 1¼ in. diameter for re-inforcements and for general engineering purposes; hollow mining drill steel.
	73.11 Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements	73.11 Angles, shapes and sections, of iron or steel, hot-rolled; forged, extruded, cold-formed or cold-finished, (excluding equal angles up to and including 1½ in. by 1½ in. by ⅛ in., and slotted angles); sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements.
	73.12 Hoop and strip, of iron or steel, hot-rolled or cold-rolled.	73.12 Hoop and strip, of iron or steel, hot-rolled or cold-rolled.
	73.13 Sheets and plates, of iron or steel hot-rolled or cold-rolled.	73.13 Sheets and plates, of iron or steel, hot rolled or cold-rolled (excluding corrugated sheets).
	73.14 Iron or steel wire, whether or not coated, but not insulated	73.14 Iron or steel wire, whether or not coated but not insulated (excluding binding wire of gauges 5 to 19; and nail wire, all sizes).
	73.15 Alloy steel and high carbon steel in the forms mentioned in heading Nos. 73.06 to 73.14.	73.15 Alloy steel and high carbon steel in the forms mentioned in heading Nos. 73.06 to 73.14.
	73.17 Tubes and pipes, of cast iron	73.17 Tubes and pipes, of cast iron.
	73.18 Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high pressure hydro-electric conduits.	73.18 Tubes and pipes and blanks thereof of iron (other than of cast iron) or steel, (excluding high pressure hydro-electric conduits)
	73.19 High pressure hydro-electric conduits of steel, whether or not reinforced	73.19 High pressure hydro-electric conduits of steel, whether or not reinforced.
	73.20 Tubes and pipe fittings (for example, joints, elbows, unions and flanges), of iron or steel	73.20 Tubes and pipe fittings (for example joints, elbows, unions and flanges), of iron or steel.
	73.24 Compressed gas cylinders and similar pressure containers of iron or steel	73.24 Compressed gas cylinders and similar pressure containers, of iron or steel.
	73.25 Stranded wire, cables, cordage, ropes, plaited bands, slings, and the like, of iron or steel wire, but excluding insulated electric cables	73.25 Stranded wire, cables, cordage, ropes, plaited bands, slings, and the like, of iron or steel wire, (excluding insulated electric cables).
	73.27 Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials, of iron or steel wire	73.27 Gauze, cloth, grill, fencing, reinforcing fabric and similar materials, or iron or steel wire (excluding wire netting, and wire mesh of 4 in. side square and above).
	73.28 Expanded metal, of iron or steel	73.28 Expanded metal, of iron or steel.
	73.29 Chains and parts thereof, of iron or steel	73.29 Chains and parts thereof, of iron or steel, (excluding cycle chains and key chains).
	73.32 Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel	73.32 Bolts and nuts (including bolt ends and screw studs) whether or not threaded or tapped and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel. All such parts should be parts of items falling under numbers 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29, 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 85.08, 85.09, 85.11, 85.12, 85.19, 87.01.
	73.33 Needles, for hand sewing (including embroidery) hand carpet needles and hand knitting needles, bodkins, crochet hooks, and the like and embroidery stilettos, of iron or steel including blanks	73.33 Needles for hand sewing (including embroidery) hand carpet needles and hand knitting needles, bodkins, crochet hooks, and the like, and embroidery stilettos, of iron or steel, including blanks.
	73.34 Pins (excluding hatpins and other ornamental pins and drawing pins), hairpins and curling grips, of iron or steel.	73.34 Safety pins.
	73.35 Springs and leaves for springs, of iron or steel	73.35 Springs and leaves for springs, of iron or steel (excluding copper-coated double-cone springs). Watch and clock springs, springs for umbrella shafts, spring washers, cannot be imported under this heading.
	73.38 Articles of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use, and parts of such articles and ware, of iron or steel.	73.38 Kettles (non-electric), iron or steel (excluding enamelled kettles).
	73.39 Iron or steel wool; pot scourers and scouring and polishing pads, gloves and the like, of iron or steel.	73.39 Iron or steel wool; pot scourers and scouring and polishing pads, gloves and the like, of iron or steel.
	73.40 Other articles of iron or steel	73.40 Shoot runners, couplings for hose pipes and piping; gratings and drain covers, crucibles, fasteners for machine belting, extending curtain wire, of iron or steel.
74 Copper and articles thereof	74.01 Copper matte; unwrought copper (refined or not); copper waste and scrap.	74.01 Copper matte; unwrought copper (refined or not).

Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
	74.02 Master alloys.	74.02 Master alloys.
	74.03 Wrought bars, rods, angles, shapes and sections, of copper; copper wire.	74.03 Wrought bars, rods, angles, shapes and sections, of copper; copper wire.
	74.04 Wrought plates, sheets and strip, of copper	74.04 Wrought plates, sheets and strip, of copper.
	74.05 Copper foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforced materials), of a thickness (excluding any backing) not exceeding 0.15 millimetres.	74.05 Copper foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a thickness (excluding any backing) not exceeding 0·15 millimetres.
	74.06 Copper powders and flakes	74.06 Copper powders and flakes.
	74.07 Tubes and pipes and blanks therefor, of copper; hollow bars of copper.	74.07 Tubes and pipes and blanks therefor, of copper; hollow bars of copper.
	74.08 Tube and pipe fittings (for example, joints, elbows, sockets and flanges), of copper.	74.08 Tube and pipe fittings (for example, joints, elbows, sockets and flanges), of copper.
	74.10 Stranded wire, cables, cordage, ropes, plaited bands and the like, of copper wire, but excluding insulated electric wires and cables.	74.10 Stranded wire, cables, cordage, ropes, plaited bands and the like, of copper wire (excluding insulated electric wires and cables).
	74.11 Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials (including endless bands), of copper wire.	74.11 Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials (including endless bands), of copper, wire, welded R.I. wire-mesh, where the distance between longitudinal or cross wires is 4 in. or more, and made of wire of gauge 5 or thinner.
	74.15 Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter-pins, washers and spring washers, of copper.	74.15 Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter-pins, washers and spring washers, of copper. All such parts should be parts of items falling under numbers 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29, 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 85.08, 85.09, 85.11, 85.12, 85.19, 87.01.
	74.16 Springs, of copper	74.16 Springs, of copper (excluding double cone springs). Watch and clock springs, springs for umbrella shafts, spring washers, cannot be imported under this heading.
	74.19 Other articles of copper	74.19 Crucibles, fasteners for machine belting, nails, tacks and washers, of copper.
75 Nickel and articles thereof	75.01 Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unwrought nickel (excluding electro-plating anodes), nickel waste and scrap.	75.01 Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unwrought nickel (excluding electro-plating anodes).
	75.02 Wrought bars, rods, angles, shapes and sections, of nickel; nickel wire.	75.02 Wrought bars, rods, angles, shapes and sections, of nickel; nickel wire.
	75.03 Wrought plates, sheets and strip, of nickel; nickel foil; nickel powders and flakes.	75.03 Wrought plates, sheets and strip, of nickel; nickel foil; nickel powders and flakes.
	75.04 Tubes and pipes and blanks therefor, of nickel; hollow bars and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of nickel.	75.04 Tubes and pipes and blanks therefor, of nickel; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of nickel.
	75.05 Electro-plating anodes of nickel, wrought or unwrought, including those produced by electrolysis.	75.05 Electro-plating anodes of nickel, wrought or unwrought, including those produced by electrolysis.
76 Aluminium and articles thereof	76.01 Unwrought aluminium; aluminium waste and scrap	76.01 Unwrought aluminium.
	76.02 Wrought bars, rods, angles, shapes and sections of aluminium; aluminium wire.	76.02 Wrought bars, rods, angles, shapes and sections of aluminium; aluminium wire.
	76.03 Wrought plates, sheets and strip of aluminium	76.03 Wrought plates, sheets and strip, of aluminium (excluding corrugated sheets).
	76.06 Tubes and pipes and blanks therefor, of aluminium; hollow bars of aluminium.	76.06 Tubes and pipes and blanks therefor, of aluminium; hollow bars of aluminium.
	76.07 Tubes and pipe fittings (for example, joints, elbows, sockets and flanges), of aluminium.	76.07 Tube and pipe fittings (for example, joints, elbows, sockets and flanges), of aluminium.
	76.11 Compressed gas cylinders and similar pressure containers, of aluminium.	76.11 Compressed gas cylinders and similar pressure containers, of aluminium.
	76.12 Stranded wire, cables, cordage, ropes, plaited bands and the like, of aluminium wire, but excluding insulated electric wires and cables.	76.12 Stranded wire, cables, cordage, ropes, plaited bands and the like, of aluminium wire (excluding insulated electric wires and cables).
	76.13 Gauze, cloth, grill, netting, reinforcing fabric and similar materials, of aluminium wire.	76.13 Gauze, cloth, grill, netting, reinforcing fabric and similar materials, of aluminium wire.
	76.14 Expanded metal, of aluminium	76.14 Expanded metal, of aluminium.
	76.16 Other articles of aluminium	76.16 Staples, tacks, washers, bolts, nuts, of aluminium.
77 Magnesium and beryllium and articles thereof	77.01 Unwrought magnesium; magnesium waste (excluding shavings of uniform size) and scrap.	77.01 Unwrought magnesium.
	77.02 Wrought bars, angles, shapes and sections, of magnesium; magnesium wire, wrought plates, sheets, and strip, of magnesium; magnesium foil; raspings and shavings of uniform size, powders and flakes of magnesium; tubes and pipes and blanks therefor, of magnesium; hollow bars of magnesium.	77.02 Wrought bars, rods, angles, shapes and sections, of magnesium; magnesium wire; wrought plates, sheets and strip, of magnesium; magnesium foil; raspings and shaving of uniform size, powders and flakes, of magnesium; tubes and pipes and blanks therefor, of magnesium; hollow bars of magnesium.
	77.04 Beryllium, unwrought or wrought, and articles of beryllium.	77.04 Beryllium, unwrought or wrought.
78 Lead and articles thereof	78.01 Unwrought lead (including argentiferous lead), lead waste and scrap.	78.01 Unwrought lead (including argentiferous lead).
	78.02 Wrought bars, rods, angles, shapes, and sections, of lead; lead wire.	78.02 Wrought bars, rods, angles, shapes and sections, of lead; lead wire.
	77.03 Wrought plates, shapes and strip, of lead	78.03 Wrought plates, shapes and strip, of lead.
	78.04 Lead foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a weight (excluding any backing) not exceeding 1,700 g.m²; lead powders and flakes.	78.04 Lead foil (whether or not embossed, cut to shape, perforated, coated, printed or backed with paper or other reinforcing material), of a weight (excluding any backing) not exceeding 1,700 g/m²; lead powders and flakes.
	78.05 Tubes and pipes and blanks therefor, of lead; hollow bars, and tubes, and pipe fittings (for example, joints, elbows, sockets, flanges and S-bends), of lead.	78.05 Tubes and pipes and blanks therefor, of lead; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets, flanges and S-bends), of lead.
	78.06 Other articles of lead	78.06 Washers, of lead.
79 Zinc and articles thereof	79.01 Unwrought zinc; zinc waste and scrap	79.01 Unwrought zinc.
	79.02 Wrought bars, rods, angles, shapes and sections, of zinc; zinc wire.	79.02 Wrought bars, rods, angles, shapes and sections, of zinc; zinc wire.
	79.03 Wrought plates, sheets and strip of zinc; zinc foil; zinc powders and flakes.	79.03 Wrought plates, sheets and strip (excluding corrugated sheets) of zinc; zinc foil; zinc powders and flakes.
80 Tin and articles thereof	80.01 Unwrought tin; waste and scrap	80.01 Unwrought tin.
	80.02 Wrought bars, rods, angles, shapes and sections, of tin; tin wire.	80.02 Wrought bars, rods, angles, shapes and sections, of tin; tin wire.
	80.03 Wrought plates, sheets and strip, of tin	80.03 Wrought plates, sheets and strip, of tin (excluding printed (lithographed) tin sheets).
	80.04 Tin foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material) of a weight (excluding any backing) not exceeding 1 kg./m²; tin powders and flakes.	80.04 Tin foil (whether or not embossed, dut to shape, perforated, coated, printed, or backed with paper or other reinforcing material) of a weight (excluding any backing) not exceeding 1 kg./m²; tin powders and flakes.
81 Other base metals employed in metallurgy and articles thereof.	81.01 Tungsten (wolfram), unwrought or wrought, and articles thereof	81.01 Tungsten (wolfram), unwrought or wrought, and thereof.
	81.02 Molybdenum, unwrought or wrought, and articles thereof.	81.02 Molybdenum, unwrought or wrought, and articles thereof.
	81.03 Tantalum, unwrought or wrought, and articles thereof	81.03 Tantalum, unwrought or wrought, and articles thereof.

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Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
	81.04 Other base metals, unwrought or wrought, and articles thereof; cerments, unwrought or wrought, and articles thereof.	81.04 Other base metals, unwrought or wrought, and articles thereof; cerments, unwrought or wrought, and articles thereof.
82 Tools, implements, cutlery, spoons and forks of base metal; parts thereof	82.01 Hand tools, the following: spades, shovels, picks, hoes, forks and rakes; axes, bill hooks and similar hewing tools, scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry.	82.01 Hand tools of a kind mainly used in forestry (excluding mammoties and axes).
	82.02 Saws (non-mechanical) and blades for hand or machine saws including toothless saw blades.	82.02 Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades).
	82.03 Hand tools, the following: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches (but not including tap wrenches); files and rasps.	82.03 Hand tools, the following: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches (but not including tap wrenches); files and rasps.
	82.04 hand tools, including mounted glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps; other than accessories for, and parts of machine tools; portable forges; grinding wheeles mounted on frameworks (hand or pedal operated)	82.04 Hand tools, including mounted glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps (excluding bench vices up to and including 6 in.), other than accessories for, and parts of, machine tools; portable forges; grinding wheels mounted on frameworks (hand or pedal operated); (excluding carpenters' hand braces).
	82.05 Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (for example, for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw driving), including dies for wire drawing, extrusion dies for metal, and rock drilling bits.	82.05 Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (for example, for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing, or screw driving), including dies for wire drawing, extrusion dies for metal, and rock drilling bits.
	82.06 Knives and cutting blades for machines or for mechanical appliances.	82.06 Knives and cutting blades, for machines or for mechanical appliances.
	82.07 Tool-tips and plates, sticks and the like for tool tips, unmounted, of sintered metal carbides (for example, carbides of tungsten, molybdenum or vanadium).	82.07 Tool-tips and plates, sticks and the like for tool tips, unmounted, of sintered metal carbides (for example, carbides of tungsten, molybdenum or vanadium).
	82.08 Coffee-mills, juice extractors and other mechanical appliances of a weight not exceeding 10 kg. and of a kind used for domestic purposes in the preparation, serving or conditioning of food or drink.	82.08 Coffee-mills, mincers, juice extractors and other mechanical appliances of a weight not exceeding 10 kg. and of a kind used for domestic purposes in the preparation, serving or conditioning of food or drink, and parts thereof, not elsewhere specified or included.
	82.09 Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06.	82.09 Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06.
	82.10 Knife blades	82.10 Knife blades.
	82.11 Razors and razor blades (including razor blade blanks, whether or not in strips).	82.11 Blanks for manufacture of razor blades, whether or not in strips; razors, safety, non-electric (excluding surgical); with one blade for each razor; razors, open blade.
	82.12 Scissors (including tailors' shears), and blades therefor .	82.12 Scissors (including tailors' shears), and blades therefor.
	82.13 Other articles of cutlery (for example, secateurs, hair clippers, butchers' cleavers, paper knives); manicure and chiropody sets and appliances (including nail files).	82.13 Hair clippers, hand operated, non-electric, for any use including the shearing of animals, and parts thereof not elsewhere specified or included; pencil sharpeners.
	82.14 Spoons, forks, fish-eaters, butter-knives, ladles and simliar kitchen or tableware.	82.14 Forks, fish-eaters, butter-knives, and similar kitchen or tableware (excluding spoons and ladles).
83 Miscellaneous articles of base metal	83.01 Locks and padlocks (key combination or electrically operated) and parts thereof, of base metal; frames incorporating locks, for hand-bags, trunks or the like, and parts of such frames of base metal; keys for any of the foregoing articles, finished or not, of base metal.	83.01 Locks and padlocks (key combination or electrically operated), and parts thereof, of base metal (excluding locks for pedal cycles); frames incorporating locks for hand-bags, trunks or the like, and parts of such frames, of base metal; keys for any of the foregoing articles, finished or not, of base metal.
	83.02 Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets, and the like, (including automatic door closers); base metal hat-racks, hat-pegs, brackets and the like.	83.02 Castors (excluding those used on machinery); door closers; door and window fittings including hinges, iron and steel (excluding steel safety tower bolts steel safety hasps, steel parliament hinges, steel butt hinges, steel tee hinges); fittings for motor vehicle coachwork; coffin mountings.
	83.05 Fittings for loose-leaf binders, for files, or for stationery books, of base metal; letter clips, paper clips, staples, indexing tags, and similar stationery goods, of base metal.	83.05 Loose-leaf rings, box file fittings and spring clips, of base metal.
	83.07 Lamps and lighting fittings, of base metal, and parts thereof, of base metal (excluding switches, electric lamp holders, electric lamps for vehicles, electric battery or magneto lamps, and other articles falling within Chapter 85 except heading No. 85.22).	83.07 (i) Non-electric lamps and lanterns of glass or base metal. (ii) Parts of non-electric lamps and lanterns, other than chimneys, globes and shades. (iii) Electric lighting accessories and fittings, n.e.s., of base metals (3 pin plugs and bases of 9 amps. and below, C.G. lamp holders, fluorescent light fittings and ceiling roses cannot be imported under this item).
	83.08 Flexible tubing and piping of base metal . . .	83.08 Flexible tubing and piping of base metal.
	83.13 Stoppers, crown corks, bottle caps, capsules, bung covers, seals and plombs, case corner protectors and and other packing accessories, of base metal.	83.13 Bottling capsules of base metal (caps of aluminium foil or lead foil cannot be imported under this item).
	83.15 Wire, rods, tubes, plates, electrodes and similar products, of base metal or of metal carbides coated or cored with flux material, of a kind used for soldering, brazing welding or deposition of metal or of metal carbides; wire and rods, of agglomerated base metal powder, used for metal spraying.	83.15 Wire, rods, tubes, plates, electrodes and similar products, of base metal or of metal carbides coated or cored with flux material, of a kind used for soldering, brazing, welding or deposition of metal or of metal carbides; wire and rods, of agglomerated base metal powder, used for metal spraying.
84 Boilers, machinery and mechanical appliances; parts thereof.	84.06 Internal combustion piston engines	84.06 Internal combustion piston engines (excluding complete marine engines), and parts thereof (including marine engine parts) not elsewhere specified or included).
	84.07 Hydraulic engines and motors (including water wheels and water turbines).	84.07 Hydraulic engines and motors (including water wheels and water turbines), and parts thereof not elsewhere specified or included.
	84.08 Other engines and motors	84.08 Gas turbines (other than for aircraft, compressed air or gas engines, wind engines) and parts thereof not elsewhere specified or included.
	84.09 Mechanically propelled road rollers	84.09 Mechanically propelled road rollers' and parts thereof not elsewhere specified or included.
	84.10 Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain screw, hand and similar kinds.	84.10 Petrol, oil and water pumps for internal combustion engnies, and parts thereof not elsewhere specified or included.
	84.11 Air pumps, vacuum pumps and air or gas compressors (including motor and turbo pumps and compressors, and free-piston generators for gas turbines); fans, blowers and the like.	84.11 Air pumps, vacuum pumps and air or gas compressors (including motor and turbo-pumps and compressors and free-piston generators for gas turbines) (excluding cycle inflators); fans, blowers and the like, and parts thereof, not elsewhere specified or included. (Driven fans rotating in free air cannot be imported under this item).

Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
	84.13 Furnace burners for liquid fuel (atomisers), for pulverised solid fuel or gas; mechanical stokers, mechanical grates, mechanical ash dischargers and similar appliances.	84.13 Furnace burners for liquid fuel (atomisers), for pulverised solid fuel or for gas, mechanical stokers, mechanical grates, mechanical ash dischargers and similar appliances, and parts thereof not elsewhere specified or included.
	84.14 Industrial and laboratory furnaces and ovens, non-electric.	84.14 Industrial and laboratory furnaces and ovens, non-electric, and parts thereof not elsewhere specified or included.
	84.17 Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilising, pasteurising, steaming, drying, evaporating, vapourising, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical.	84.17 Electric vulcanisers, and parts thereof not elsewhere specified or included.
	84.18 Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases.	84.18 Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases; and parts of above items not elsewhere specified or included.
	84.20 Weighing machinery (excluding balances of a sensitivity of 5 cg. or better), including weight operated counting and checking machines; weighing machine weights of all kinds.	84.20 Weighing machinery (excluding balances of sensitivity of 5 cg. or better), including weight operated counting and checking machines; and parts thereof not elsewhere specified or included; weighing machine weights (excluding weights of 4 pounds and under).
	84.21 Mechanical appliances (whether or not hand operated) for projecting, dispensing or spraying liquids or powders; fire extinguishers (charged or not); spray guns and similar appliances; steam or sand blasting machines and similar jet projecting machines.	84.21 Spray painting machines; fire extinguishers, charged or not, sprinklers for irrigation, and parts thereof not elsewhere specified or included.
	84.22 Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferies), not being machinery falling within heading no. 84.23.	84.22 Hydraulic jacks, winches, monkey grubbers, and parts thereof not elsewhere specified or included.
	84.23 Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers, snow-ploughs, not self-propelled (including snow-plough attachments).	84.23 Plumbago mining machinery, complete and parts thereof not elsewhere specified or included.
	84.24 Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertiliser distributors); lawn and sports ground rollers.	84.24 Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertiliser distributors); lawn and sports ground rollers, and parts thereof not elsewhere specified or included.
	84.25 Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables, and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29).	84.25 Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables, and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29); and parts of above items not elsewhere specified or included.
	84.26 Dairy machinery (including milking machines) . .	84.26 Dairy machinery (including milking machines), and parts thereof not elsewhere specified or included.
	84.27 Presses, crushers and other machinery, of a kind used in wine-making, cider-making, fruit juice preparation or the like.	84.27 Presses, crushers and other machinery of a kind used in wine-making, cider-making, fruit juice preparation or the like, and parts thereof not elsewhere specified or included.
	84.28 Other agricultural, horticultural, poultry-keeping and bee-keeping machinery; germinating plant fitted with mechanical or thermal equipment; poultry incubators and brooders.	84.28 Other agricultural, horticultural, poultry-keeping and bee-keeping machinery; germination plant fitted with mechanical or thermal equipment; poultry incubators and brooders; and parts thereof not elsewhere specified or included.
	84.29 Machinery of a kind used in the bread grain milling industry, and other machinery (other than farm type machinery) for the working of cereals or dried leguminous vegetables.	84.29 Rubber rollers for rice hullers.
	84.41 Sewing machines; furniture specially designed for sewing machines; sewing machine needles.	84.41 Sewing machine needles.
	84.45 Machine—tools for working metal or metallic carbides not being machines falling within heading No. 84.49 or 84.50.	84.45 Machine tools, each of which should not exceed in value Rs. 20,000 (c.i.f.) the following-lathes, drilling machines, shaping machines, milling machines, planing machines, metal engraving machines, grinding machines, power presses, power hammers, slotting machines, boring machines, tapping and screw cutting machines, reming machines, sawing and cutting machines, gear cutting machines, filing and sharpening machines, centering and dividing machines, polishing machines, forging machines, dye-stamping machines, riveting machines, bending, trueing and straightening machines, shearing machines, punching and notching machines, blanking machines, broaching machines, lapping machines, perforating machines.
	84.47 Machine tools for working wood, cork, bone, ebonite (vulcanite), hard artificial plastic materials or other hard carving materials, other than machines falling within heading No. 84.49.	84.47 Wood working machinery, and parts thereof not elsewhere specified or included.
	84.48 Accessories and parts suitable for use solely or principally with the machines falling with inheading Nos. 84.45 or 84.47, including work and tool holders, self-opening diehead, dividing heads and other appliances for machine-tools; tool holders for any type of tool or machine-tool for working in the hand.	84.48 Parts, not elsewhere specified or included, and accessories, of machinery items in column III under 84.45 and 84.47.
	84.49 Tool for working in the hand pneumatic or with self-contained non-electric motor.	84.49 Tools for working in the hand, pneumatic or with salt contained non-electric motor, and parts thereof noe elsewhere specified or included.
	84.50 Gas-operated welding, brazing, cutting and surface tempering appliances.	84.50 Gas-operated welding, brazing, cutting and surface tempering appliances, and parts thereof not elsewhere specified or included.
	84.51 Typewriters, other than typewriters incorporating calculating mechanisms; cheque writing machines.	84.51 Typewriters, other than typewriters incorporating calculating mechanisms; cheque writing machines.
	84.52 Calculating machines; accounting machines, cash registers, postage-franking machines, ticket-issuing machines and similar machines, incorporating a calculating device.	84.52 Calculating machines, accounting machines, cash registers, postage-franking machines, ticket-issuing machines and similar machines, incorporating a calculating device.

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Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
	84.53 Statistical machines of a kind operated in conjunction with punched cards (for example, sorting, calculating and tabulating machines); accounting machines, operated in conjunction with similar punched cards; auxiliary machines for use with such machines (for example, punching and checking machines.)	84.53 Statistical machines of a kind operated in conjunction with punched cards (for example, sorting, calculating and tabulating machines); accounting machines operated in conjunction with similar punched cards; auxiliary machines for use with such machines (for example, punching and checking machines).
	84.54 Other office machines (for example, hectograph or stencil duplicating machines, addressing machines, coin-sorting machines, coin-counting and wrapping machines, pencil-sharpening machines, perforating and stapling machines).	84.54 Other office machines (for example, hectograph or stencil duplicating machines, addressing machines, coin-sorting machines, coin-counting and wrapping machines, pencil-sharpening machines, perforating and stapling machines).
	84.55 Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of a kind falling within heading Nos. 84.51, 84.52, 84.53 and 84.54.	84.55 Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of a kind falling within heading Nos. 84.51, 84.52, 84.53 and 84.54.
	84.56 Machinery for sorting, screening, separating, washing, crushing, grinding, or mixing earth, stone, ores or other mineral substances, in solid (including power and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuel, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand.	84.56 Stone crushing machinery; concrete mixers; and parts of above items not elsewhere specified or included.
	84.62 Ball, roller or needle roller bearings	84.62 Ball, roller or needle roller bearing.
	84.63 Transmission shafts, cranks, bearing housing, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears) flywheels, pulleys and pulley blocks, clutches and shaft couplings.	84.63 Transmission shafts, cranks, bearing housing, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings.
	84.64 Gaskets and similar joints of metal sheeting combined with other material (for example, asbestos, felt and paperboard) or of laminated metal foil; sets or assortments of gaskets and similar joints, dissimilar in composition, for engines, pipes, tubes and the like, put up in pouches, envelopes or similar packings.	84.64 Gaskets and similar joints of metal sheeting ombined with other material (for example, asbestos, felt and paperboard) or of laminated metal foil; sets or assortments of gaskets and similar joints, dissimilar in composition, for engines, pipes, tubes and the like, put up in pouches, envelopes or similar packings.
	84.65 Machinery parts, not containing electrical connectors, insulators, coils, contacts or other electrical features and not falling within any other heading in this Chapter.	84.65 Machinery parts, not containing electrical connectors, insulators, coils, contacts or other electrical features and not falling within any other heading in this Chapter (such as non-automatic lubricating pots, greasing nipples, oil-seal rings).
85 Electrical machinery and equipment; parts thereof . .	85.01 Electrical goods of the following descriptions; generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors.	85.01 Electrical goods of the following descriptions; generators, motors, converters (rotary or static), rectifiers and rectifying apparatus, inductors, and parts not elsewhere specified or included (excluding transformers and dynamo lighting sets).
	85.05 Tools for working in the hand, with self-contained electric motor.	85.05 Tools for working in the hand, with self-contained electric motor, and parts not elsewhere specified or included.
	85.08 Electrical starting and ignition equipment for internal combustion engines (including ignition magnetos, magneto-dynamos, ignition coils, starter motors, sparking plugs and glow plugs); dynamos and cut-outs for use in conjunction therewith.	85.08 Electrical starting and ignition equipment for internal combustion engines (including ignition magnetos, magnetodynamos, ignition coils, starter motors, sparking plugs and glow plugs); dynamos and cut-outs for use in conjunction therewith, and parts not elsewhere specified or included.
	85.09 Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles.	85.09 Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles, and parts not elsewhere specified or included.
	85.10 Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.09.	85.10 Electric torches (excluding batteries) and parts thereof. Toy torches cannot be imported under the item.
	85.11 Industrial and laboratory electric furnaces, ovens and induction and dielectric heating equipment; electric welding, brazing and soldering machines and apparatus and similar electric machines and apparatus for cutting.	85.11 Electric furnaces, ovens, electric induction or dielectric heating equipment, for industrial or laboratory use; electric soldering irons; and parts thereof not elsewhere specified or included.
	85.12 Electric instantaneous or storage water heaters and immersion heaters; electric solid heating apparatus and electric space heating apparatus; electric hair-dressing appliances (for example, hair dryers, hair curlers, curling tong heaters) and electric smoothing irons; electro-thermic domestic appliances; electric heating resistors, other than those of carbon.	85.12 Electric smoothing irons, single hot plates, single boiling rings, electric kettles, and parts thereof, not elsewhere specified or included.
	85.19 Electric apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or or for making connections to or in electrical circuits, (forexample, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lampholders, terminal strips and junction boxes); terminals, resistors, fixed or variable (including potentiometers), other than heating resistors, switchboards (other than telephone switchboards) and control panels.	85.19 Electrical main switches of 15 amps. and over: electrical fuses.
	85.20 Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flash-bulbs.	85.20 (i) Torch bulbs. (ii) Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps) (excluding all electric bulbs from 15 to 150 watts with standard bayonet caps suitable for 230 to 250 volts), arc-lamps, electrically ignited photograph flash bulbs. (iii) Fluorescent tubes, excluding fittings. (iv) Anchors for manufacture of electric lamp bulbs.
	85.24 Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes.	85.24 Carbon brushes, arc-lamps carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes.
	85.25 Insulators, of any material	85.25 Insulators, of any material.
	85.26 Insulating fittings for electrical machines, appliances or equipment being fittings wholly of insulating material apart from any minor components of metal incorporated during moulding solely for purposes of assembly, but not including insulators falling heading No. 85.25.	85.26 Insulating fittings for electrical machines, appliances equipment, being fittings wholly of insulating or material apart from any minor components of metal incorporated during moulding solely for purposes of assembly, but not including insulators falling within heading No. 85.25.
	85.27 Electrical conduit tubing and joints therefor, of base metal lined with insulating material.	85.27 Electrical conduit tubing and joints therefor, of base metal lined with insulating material.
87 Vehicles other than railway or tramway rolling stock, and parts thereof	87.01 Tractors (other than those falling within heading No. 87.07), whether or not fitted with power take-offs, winches or pulleys.	85.01 Tractors, other than road tractors for tractor-trailer combinations, complete.
	87.02 Motor vehicles for the transport of persons, goods or material (including sports motor vehicles, other than those of heading No. 87.09).	87.02 Nil.
	87.03 Special purpose motor lorries and vans (such as breakdown lorries, fire-engines, fire-escapes, road sweeper lorries, snow-ploughs, spraying lorries, crane-lorries, searchlight lorries, mobile workshops and mobile radiological, units, but not not including the motor vehicles of heading No. 87.02).	87.03 Nil.

Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
	87.06 Parts and accessories of the motor vehicles falling within heading No. 87.01, 87.02 or 87.03.	87.06 Parts not elsewhere specified or included and accessories of the motor vehicles falling within heading No. 87.01, 87.02 or 87.03. Chassis cannot be imported under this heading.
	87.07 Work trucks, mechanically propelled, of the types used in factories or warehouses for short distance transport or handling of goods (for example, forklift trucks and platform trucks); tractors of the type used on railway station platforms; parts of the foregoing trucks and tractors.	87.07 Nil.
	87.09 Motor cycles and auto-cycles and cycles fitted with an auxilliary motors with or without side-cars; side-cars of all kinds.	87.09 Nil.
	87.12 Parts and accessories of articles falling within heading No. 87.09, 87.10 or 87.11.	87.12 Parts not elsewhere specified or included and accessories of the motor vehicles falling within heading No. 87.09 (excluding all parts and accessories of cycles fitted with an auxiliary motor and frames of the other vehicles).
90 Optical, photographic, cinematographic, measuring checking, precision, medical and surgical instruments and apparatus; parts thereof	90.02 Lenses, prisms, mirrors and other optical elements, of any material, mounted, being parts of or fittings for instruments or apparatus, other than such elements of glass not optically worked.	90.02 Lenses, filters and viewfinders for cameras, projectors, and scientific instruments.
	90.03 Frames and mountings, and parts thereof for spectacles, pince-nez, lorgnettes, goggles and the like.	90.03 Curl-type sides, hinges and screws, for spectacle frames.
	90.04 Spectacles, pince-nez lorgnettes, goggles and the like, corrective protective or other.	90.04 Goggles and welders' shields.
	90.07 Photographic cameras, photographic flashlight apparatus.	90.07 Parts of photographic cameras and flashlight apparatus, (excluding camera bodies).
	90.08 Cinematographic cameras, projectors sound recorders and sound reproducers; any combination of these articles.	90.08 Parts of cinematographic cameras (excluding camera bodies), parts of projectors, parts of cinematographic sound recorders and parts of cinematographic sound reproducers.
	90.09 Image projectors (other than cinematographic projectors); photographic (except cinematographic) Enlargers and reducers.	90.09 Parts of image projectors (other than cinematographic projectors); parts of photographic (except cinematographic) enlargers and reducers.
	90.10 Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this chapter; photocopying apparatus (contact type); spools or reels, for films; screens for projectors.	90.10 (i) Parts of apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this chapter. (ii) Photo-copying apparatus (contact type) and parts, not elsewhere specified or included. (iii) Spools or reels for films; screens for projectors.
	90.11 Microscopes and diffraction apparatus, electron and proton.	90.11 Microscopes and diffraction apparatus electron and proton, and parts thereof not elsewhere specified or included.
	90.12 Compound optical microscopes, whether or not provided with means for photographing or projecting the image.	90.12 Compound optical microscopes, whether or not provided with means for photographing or projecting the image, and parts not elsewhere specified or included.
	90.14 Surveying (including photogrammetical surveying) hydrographic, navigational meteorological, hydrological and geophysical instruments; compasses range finders.	90.14 Surveying (including photogrammetical surveying), hydrographic, navigational meteorological, hydrological and geophysical instruments; compasses; range finders; and parts of these items not elsewhere specified or included.
	90.15 Balances of a sensitivity of 5 cg. or better, with or without their weights.	90.15 Balances of a sensitivity of 5 cg. or better with or without their weights and parts thereof not elsewhere specified or included.
	90.16 Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like; measuring or checking instruments, appliances and machines, not falling within any other heading of this chapter, (for example micrometers, callipers gauges, measuring rods, balancing machines); profile projectors.	90.16 Drawing, marking-out and mathematical calculating instruments (excluding school mathematical instrument sets), drafting machines, pantographs, slide rules, disc calculators and the like; measuring or checking instruments, appliances and machines, not falling within any other heading of this chapter (for example, micrometers, callipers, gauges, measuring rods, balancing machines); profile projectors; parts of these items not elsewhere specified or included.
	90.17 Medical, dental, surgical and veterinary instruments and appliances (including electromedical apparatus and opthalmic instruments).	90.17 Medical, dental, surgical and veterinary instruments and appliances (including electro-medical apparatus and opthalmic instruments), and parts thereof not elsewhere specified or included.
	90.18 Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators.)	90.18 Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators); parts of these items not elsewhere specified or included.
	90.20 Apparatus based on the use of X-rays or of the radiations from radio-active substances, (incuding radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like.	90.20 Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radiotherapy apparatus; X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like, and parts of these items not elsewhere specified or included.
	90.22 Machines and appliances for testing mechanically the hardness, strength, compressibility, elasticity and the like properties of industrial materials (for example, metals, wood, textiles, paper or plastics).	90.22 Machines and appliances for testing mechanically the hardness, strength, compressibility, elasticity and the like properties of industrial materials (for example, metals, wood, textiles, paper or plastics), and parts thereof, not elsewhere specified or included.
	90.23 Hydrometers and similar instruments; thermometers, pyrometers, barometers, hygrometers, psychrometers, recording or not; any combination of these instruments.	90.23 Hydrometers and similar instruments; thermometers, pyrometers, barometers, hygrometers, psychrometers, recording or not; any combination of these instruments.
	90.24 Instruments and apparatus for measuring, checking or automatically controlling the flow, depth, pressure or other variables of liquids or gases, or for automatically controlling temperature, (for example, pressure gauges, thermostats, level gauges, flow meters, heat meters, automatic oven-draught regulators), not being articles falling within heading no. 90.14.	90.24 Instruments and apparatus for measuring checking or automatically controlling the flow, depth, pressure or other variables of liquids of gases, or for automatically controlling temperature, (for example, pressure gauges, thermostats, level gauges, flow meters, heat meters, automatic oven-draught regulators), not being articles falling within heading no. 90.14.
	90.25 Instruments and apparatus for physical or chemical analysis (such as polarimeters, refractometers, spectrometers, gas analysis apparatus); instruments and apparatus for measuring or checking viscosity, porosity, expansion, surface tension or the like (such as viscometers, porosimeters, expansion meters); instruments and apparatus for measuring or checking quantities of heat, light or sound (such as photometers (including exposure meters), calorimeters; microtomes.	90.25 Instruments and apparatus for physical or chemical analysis (such as polarimeters, refractometers, spectrometers, gas analysis apparatus); instruments and apparatus for measuring or checking viscosity, porosity, expansion, surface tension or the like (such as viscometers, porosimeters, expansion meters); instruments and apparatus for measuring or checking quantities of heat, light or sound (such as photometers (including exposure meters), calorimeters; microtomes, and parts of these items not elsewhere specified or included.

(Continued on next page)

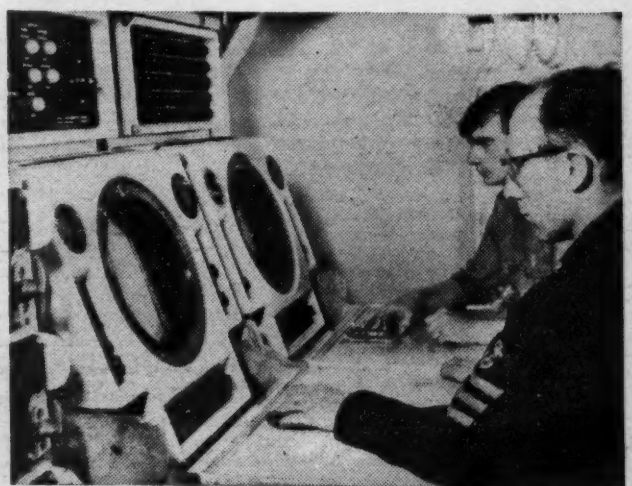
Column I *Chapter*	Column II *Heading*	Column III *Items that can be imported*
	90.26 Gas, liquid and electricity supply or production meters; calibrating meters therefor.	90.26 Gas liquid and electricity supply or production meters; calibrating meters therefor.
	90.27 Revolution counters, production counters, taxi-meters, mileometers, pedometers and the like, speed indicators (including magnetic speed indicators) and tachometers (other than articles falling within heading No. 90.14); stroboscopes.	90.27 Revolution counters, production counters, taxi-meters, mileometers, pedometers and the like, speed indicators (including magnetic speed indicators) and tachometers (other than articles falling within heading No. 90.14); stroboscopes.
	90.28 Electrical measuring, checking, analysing or automatically controlling instruments and apparatus.	90.28 Electrical measuring, checking, analysing or automatically controlling instruments and apparatus.
	90.29 Parts or accessories suitable for use solely or principally with one or more of the articles falling within heading No. 90.23, 90.24, 90.26, 90.27 or 90.28.	90.29 Parts or accessories suitable for use solely or principally with one or more of the articles falling within heading No. 90.23, 90.24, 90.26, 90.27 or 90.28.
92 Musical instruments; sound recorders and reproducers; Television image and sound recorders and reproducers, magnetic; parts and accessories of such articles.	92.09 Musical instrument strings	92.09 Musical instrument strings.
	92.12 Gramophone records and other sound or similar recording; matrices for the production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips and like articles of a kind commonly used for sound or similar recording.	92.12 Gramophone records and other sound or similar recordings; matrices for the production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips and like articles of a kind commonly used for sound or similar recording.
93 Arms and ammunitions; parts thereof . . .	93.07 Bombs, grenades, torpedoes, mines, guided weapons and missiles and similar ammunitions of war, and parts thereof; ammunition and parts thereof including cartridge wads; lead shot prepared for ammunitions.	93.07 Air gun pellets.
96 Brooms, brushes, feather dusters, powder-puffs and sieves.	96.02 Other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers; squeegees (other than roller squeegees) and mops.	96.02 Artists' brushes, jewellers' brushes. Brushes of a kind used as parts of machines.
97 Toys, games and sports requisites; parts thereof . .	97.04 Equipment for parlour, table and funfair games for adults or children (including billiard tables and pin-tables and table-tennis requisites).	97.04 Requisites for table tennis and billiards, (excluding table tennis tables).
	97.06 Appliances, apparatus, accessories and requisites for gymnastics or athletics or for sports and outdoor games (other than articles falling within heading No. 97.04).	97.06 Requisites for outdoor sports (excluding all sports nets, gloves, volley balls and cricket stumps). (Hunting equipment, batting pads, sports apparel, footwear and rubber balls do NOT fall under this item).
	97.07 Fish-hooks, line fishing rods and tackle; fish landing nets and butterfly nets; decoy 'birds', lark mirrors and similar hunting or shooting requisites.	97.07 Fish-hooks, line fishing rods and fishing tackles.
98 Miscellaneous manufactured articles . . .	98.04 Pen nibs and nib points	98.04 Pen nibs and nib points.
	98.05 Pencils (other than pencils of heading No. 98.03), pencil leads, slate pencils, crayons, and pastels, drawing charcoals and writing and drawing chalks; tailors' and billiards chalks.	98.05 Tailors' chalk and billiards chalks.
	98.07 Date, sealing or numbering stamps and the like (including devices for printing or embossing labels), designed for operating in the hand; hand-operated composing sticks and hand printing sets incorporating such composing sticks.	98.07 Date sealing or numbering stamps and the like (including devices for printing or embossing labels), designed for operating in the hand; (excluding rubber stamps, non-mechanical).
	98.08 Typewriter and similar ribbons, whether or not on spools; ink-pads, with or without boxes.	98.08 Ink pads.
	98.09 Sealing wax (including bottle sealing wax) in sticks, cakes or similar forms; copying pastes with a basis of gelatin, whether or not on a paper or textile backing.	98.09 Sealing wax (including bottle-sealing wax) in sticks, cakes or similar forms; copying pastes with a basis of gelatin, whether or not on a paper or textile backing.

All inquiries about these notices should be addressed to Tariff Section, Export Service Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London. E.C.4. (Tel. 01-248 5757, Ext. 471/3/2).

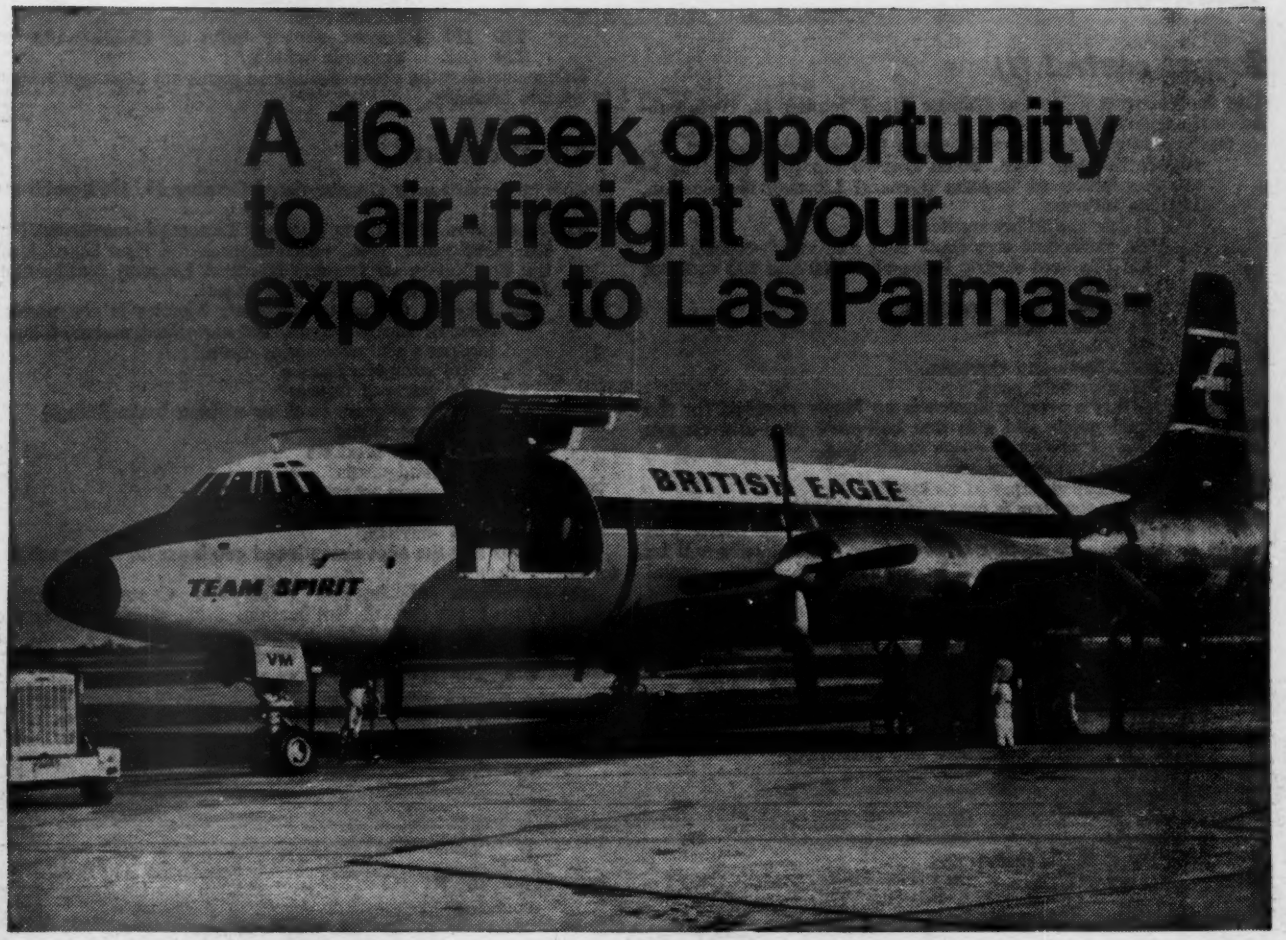
EAST PAKISTAN TOUR

Galfra-Habib Ltd., of Chittagong, East Pakistan, associate textile machinery manufacturing company of Giddings & Lewis-Fraser Ltd., of Arbroath, Scotland, was among companies visited by the British High Commissioner, Sir Cyril Pickard, during a tour of East Pakistan early last month. Pictured at Galfra-Habib's factory are (left to right) Mr. Roy Fox, British Deputy High Commissioner, Eastern Pakistan, Mr. J. R. Balfour – director of Galfra-Habib, Sir Cyril Pickard, and Mr. F. Shepherd of Galfra-Habib.

EQUIPMENT FOR JAPAN



The operations room of a Plessey high definition, high frequency, sonar system. The Plessey Electronics Group is to supply two high definition sonar equipment to the Japanese Navy. This export order, approximately £¼ million, has resulted from an extensive overseas sales drive which followed Ministry of Defence authorization for Plessey to exploit this equipment, designed by the Admiralty Underwater Weapons Establishment, in overseas markets.



at rock bottom rates!

Once again, British Eagle International Airlines is pleased to make a practical contribution to British exports by offering space on a Britannia all-freight jetprop aircraft flying to Las Palmas in the Canaries five times a week throughout the 16-week period between mid-December and mid-April. A firm contract to bring cargoes from Las Palmas to London for this period enables British Eagle to give British exporters the benefit of rock-bottom air-freight rates. With a freight door measuring 122.75 ins x 76 ins, the Britannia can accommodate eight standard pallets (108 ins x 88 ins), each carrying 4,500 lb. of goods. Flights are subject to Government approval, and normal U.K. charter regulations.

For further details, please contact Mr. T. Lucking, Charter Sales Manager.

BRITISH EAGLE

50/51 Conduit Street, London, W.1. (Telephone: 01-437 7844)

SINGAPORE

Import control (1)

THE SINGAPORE *Government Gazette* dated October 18, 1968, publishes the following:

(a) Prohibition of Imports (General Licence) (Amendment No. 15) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, as follows:

(i) Delete the following items:

'70. Ball-point pens (both stick and knock types).
85. Filament electric bulbs of 40, 60 and 100 watts of 110 volts.
89. Instant food beverages.
91. Instant coffee.
92. Glucose.
107. Cigars and cheroots.
108. Fountain pens.'

This means that a specific licence is no longer required for the above-mentioned goods and also that ball-point pens and electric bulbs are no longer subject to quota restrictions.

(ii) Add the following new item:

'114. Creped paper in bulk rolls.'

This means that this item is now subject to specific licencing.

Notice to Traders No. 23 of 1968 announcing these changes in import control also states that creped paper in bulk rolls will be restricted by quota. Licences will be issued up to half the annual quota based on 100 per cent of the 1967 imports. The licences will be valid up to March 31, 1969.

Importers who wish to be registered as quota holders are required to submit proof of their 1967 imports.

(b) Prohibition of Imports (Malaysian Common Market) (Amendment No. 5) Notification, 1968, which amends the Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by deleting the following:

'022 101 Milk, condensed and sweetened.
725 011 Electric refrigerators not over 12 cu. ft capacity, domestic type.
725 012 Electric refrigerators over 12 cu. ft. capacity, domestic type.
729 217 Filament electric bulbs of 15-200 watts for
729 218 domestic lighting.'

This means that the above-mentioned goods are no longer subject to specific licencing.

Import control (2)

SINGAPORE *Government Gazette* dated October 19, 1968, publishes the following:

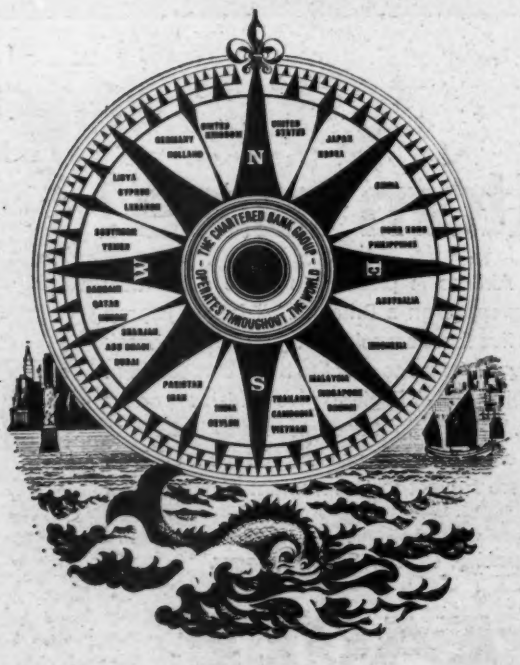
(a) Prohibition of Imports (General Licence) (Amendment No. 16) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by deleting the following items:

'52. Bicycles (including children's bicycles in the normal form of adults' bicycles) not motorized, and the following parts and accessories thereof:
(a) complete frames
(b) parts of frames
(c) handlebars (with or without brake fittings)
(d) seat pillars
(e) lamp brackets
(f) mudguards
(g) chain wheels and cranks
(h) front forks
(i) carriers.'

This means that the above-mentioned goods are no longer subject to specific licencing.

(b) Prohibition of Imports (Malaysian Common Market) (Amendment No. 6) Notification, 1968, which amends the Schedule to the Prohibition of Imports (Malaysian Common Market) Notification, 1965, by deleting the following items:

'678 200 Tubes and pipes of iron, except cast iron, or steel seamless
678 300 Tubes and pipes of iron or steel, welded.
673 510 Angles, shapes and sections of iron or steel, except high carbon or alloy steel.



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Telephone: Central 2262

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3. Telephone: 01-588 2044

841 422 Stockings or socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted.'

This means that the above-mentioned goods are no longer subject to specific licencing.

Notice to Traders No. 24 of 1968 announcing these changes in import control also states that tubes and pipes of iron or steel, welded, stockings or socks, and bicycles, parts and accessories are no longer subject to quota restrictions.

Customs duties

THE SINGAPORE *Government Gazette* dated October 19, publishes the Customs Duties (Amendment No. 5) Order 1968 which amends the Schedule to the Customs Duties Order 1968 as follows:

(a) The following new items are added:

Code	Description	Unit of quantity	Customs Duty		
			Full	Preferential	Excise
678 200	Tubes and pipes of iron (except cast iron) or steel, seamless	Ton	20%	20%	Nil
	Tubes and pipes of iron or steel, welded:				
678 300-1	4 inches or less in nominal internal diameter	Ton	20%	20%	Nil
678 300-2	Over 4 inches but not exceeding 72 inches in nominal internal diameter	Ton	Nil	Nil	Nil
678 300-3	Exceeding 72 inches in nominal internal diameter	Ton	Nil	Nil	Nil
733 111	Bicycles (including children's bicycles in the normal form of adult's bicycles) not motorized	Number	40% or $30	40% or $30	Nil
733 112	Tricycles, delivery (excluding children's tricycles) not motorized	Number	Nil	Nil	Nil
733 113	Trishaws, not motorized	Number	Nil	Nil	Nil
	Parts of articles falling within codes 733 111, 733 112 and 733 113:				
733 121	Complete frames	Number	40% or $15	40% or $15	Nil
733 122	Parts of frames	Number	40%	40%	Nil
733 123	Saddles	Number	Nil	Nil	Nil
733 124	Handlebars (with or without brake fittings)	Number	40%	40%	Nil
733 125	Rims	Number	Nil	Nil	Nil
733 126	Seat pillars	Number	40%	40%	Nil
733 127	Lamp brackets	Number	40%	40%	Nil
733 128	Mudguards	Number	40%	40%	Nil
733 129	Chainwheels and cranks	Number	40%	40%	Nil
733 130	Front forks	Number	40%	40%	Nil
733 131	Bracket lugs	Number	Nil	Nil	Nil
733 132	Reflectors	Number	Nil	Nil	Nil
733 133	Carriers	Number	40%	40%	Nil
733 134	Pedals	Number	40%	40%	Nil
733 135	Rear and front hubs	Number	40%	40%	Nil
733 136	Spring carriers	Number	40%	40%	Nil
733 198-1	Other parts not elsewhere specified or included	Value	40%	40%	Nil
733 198-2	Other parts not elsewhere specified or included excluded from duty by the Comptroller of Customs and Excise	Value	Nil	Nil	Nil
733 199-1	Other accessories not elsewhere specified or included	Value	40%	40%	Nil
733 199-2	Other accessories not elsewhere specified or included excluded from duty by the Comptroller or Customs and Excise	Value	Nil	Nil	Nil; adn

(b) The following items are amended:

Code	Description	Unit of quantity	Customs Duty		
			Full	Preferential	Excise
	Bolts and nuts of iron and steel:				
694 211-1	Excluded from duty by the Comptroller of Customs and Excise	Ton	Nil	Nil	Nil
694 211-2	Other than those falling within code 694 211-1	Ton	15%	15%	Nil
698 530-1	Clasps, frames with clasp for handbags and the like, buckle-clasps, hooks, eyes, eyelets and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags or other textiles of leather goods and tubular rivets and bifurcated rivets of base metal excluded from duty by the Comptroller of Customs and Excise	Value	Nil	Nil	Nil
698 530-2	Clasps, frames with clasp for handbags and the like, buckle-clasps, hooks, eyes, eyelets and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags or other textiles or leather goods and tubular rivets and bifuracted rivets of base metal	Value	15%	15%	Nil
719 127	Air-conditioning machines, normally fitted to motor vehicles comprising elements for changing the temperature and humidity of the air including parts and accessories thereof except the compressor units	Number	25%	25%	Nil
	Electrical conduit tubing and joints of base metal, whether or not lined With insulating material:				
723 230-1	Sizes 1 inch external diameter or less	Value	20%	20%	Nil
723 230-9	Sizes other than those falling within item 723 230-1	Value	Nil	Nil	Nil
725 018-2	Parts designed solely or principally for use in equipment falling within the preceding items of group 725 (Electric refrigerators) other than those falling within item 725 018-1 (those excluded from duty by the Comptroller of Customs and Excise)	Value	25%	25%	Nil
841 421	Stockings or socks of pure natural silk, knitted or crocheted, whether or not elastic or rubberized	Doz. Pr.	25% or $4·80 per doz.	25% or $4·80 per doz.	Nil
841 422	Stockings or socks and the like, not of pure natural silk, knitted or crocheted, whether or not elastic or rubberized	Doz. Pr.	25% or $4·80 per doz.	25% or $4·80 per doz.	Nil

Any inquiries about this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

AUSTRALIA

Tariff Board inquiry on gelatin and animal glues

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of gelatin and animal glues (tariff items 35.03.1, 35.03.3 and 35.06.1).

This reference is of Departmental origin.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of duty	
		General	Preferential
35.03	Gelatin (including gelatin in rectangular planar forms, whether or not coloured or surface-worked) and gelatin derivatives; glues derived from bones, hides, nerves, tendons or from similar goods, and fish glues; isinglass:		
35.03.100	Gelatin	40% or, if higher, $0·158 per lb.	30% or, if higher, $0·117 per lb.
35.03.3	Glues:		
35.03.310	Dry	35% or, if higher, $0·058 per lb.	25% or, if higher, $0·042 per lb.
35.03.390	Other	35%	25%
35.06	Prepared glues not falling within any other item; goods suitable for use as glues, put up for sale by retail as glues in packages not exceeding a net weight of 1 kilogramme (2·205 lb.):		
35.06.1	Glues derived from bones, hides, nerves, tendons or from similar goods, and fish glues:		
35.06.110	Dry	35% or, if higher, $0·058 per lb.	25% or, if higher, $0·042 per lb.
35.06.190	Other	35%	25%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than November 25. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board shou'd so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1958/68.

PERU

Duty-free imports of medical/surgical materials and equipment

THE PERU *Official Gazette* of September 20 published details of Supreme Decree No. 405-68-HC which authorizes duty-free importation of a list of medical/surgical materials and equipment, subject to presentation to the Customs of a certificate from the Director of Pharmacy of the Ministry of Health indicating the destination of the items. The following is a full list of the items involved:

Tariff No.	Description
22.08.0.01	Absolute ethyl alchohol, undenatured.
—	Pure chemical reagents falling under Chapters 28 and 29.
28.50.0.01	Radioactive chemical elements.
28.50.0.02	Natural radioactive isotopes.
28.50.0.03	Artificial radioactive isotopes.
30.04.2.02	Elastic bandages only.
30.04.2.03	Adhesive plaster only.
30.05.1.01	Dental cements.
30.05.1.99	Dental fillings.
30.05.9.01	Sterile surgical catgut and similar sterile suture substances, of any material.
34.07.0.02	Dental wax in tablets, bars, and similar forms.
37.01.0.01	Plates and flat film for radiography.
37.02.1.01	Only sensitized films, in rolls or unperforated strips, spedially for radiography.
37.08.0.01	Only pure products, put up in measured amounts, for processing X-rays.
37.08.0.02	Only products put up in measured amounts, for processing X-rays.
38.19.1.20	Composite diagnostic reagents (other than those designed to be used on the patient) and other composite laboratory reagents.
40.12.0.01	Hot water bottles and ice-bags.
40.12.0.02	Pneumatic cushions for invalids, and oxygen bags.
40.12.0.05	Catheter tubes, drains, tourniquets and the like.
40.13.1.01	Gloves for surgeons.
40.13.9.01	Aprons and articles of apparel for the protection of surgeons, radiologists.
40.14.9.02	Stoppers for laboratory flasks and for containers for pharmaceutical products.
60.06.3.01	Only elastic stocking for varicose veins.
70.03.0.01	Only neutral glass tubes for making ampoules.
70.10.3.01	Neutral glass containers, intended for medicaments, up to 100 C.C.
70.10.3.02	The same, over 100 c.c.
70.17.0.01	Only glassware for holding and covering objects.
70.17.0.02	Hygenic and pharmaceutical glassware.
70.17.0.03	Glass ampoules for sera and pharmaceutical products.
73.38.2.99	Only articles of glazed iron, sterilizable, for use in clinics and hospitals (bedpans, urinals, trays, etc.) which are not similar to those manufactured in Peru.
73.38.3.99	Only articles of stainless steel, sterilizable, for use in clinics and hospitals, which are not similar to those manufactured in Peru.
74.18.0.99	Only articles of copper and its alloys, nickel- or chrome-plated, for use in clinics and hospitals, which are not similar to those manufactured in Peru.
83.13.0.04	Tear off capsules for covering stoppers for containers for pharmaceutical products.
84.17.2.99	Stills and other simple distillation apparatus.
84.17.3.01	Lyophilization and cryodesiccation apparatus for stabilizing and preserving biological products.
84.17.4.01	Sterilizing apparatus for use in clinics, laboratories and the like.
84.18.1.03	Only special centrifuges for laboratories.
85.03.0.99	Only miniature cells for hearing aids of 90.19.9.01 and for other medical apparatus.
85.12.1.99	Only electric stoves for laboratory use.
87.11.0.01	Chairs and similar vehicles for invalids.
90.01.0.01	Lenses for medical spectacles (including photochromatic lenses).
90.10.1.01	Only tanks for developing X-ray fiims.
90.11.0.01	Electronic microscopes.
90.11.0.02	Parts and components for electronic microscopes.
90.12.1.01	Optical microscopes.
90.12.1.02	Apparatus for microphotography.
90.12.2.01	Parts and components for optical microscopes and for microphotography apparatus.
90.17.1.01	Electro-diagnostic apparatus, such as electrocardiographs, electroencephalographs and the like
90.17.1.02	Electrotherapy and diathermy apparatus.
90.17.1.99	Other electromedical apparatus.
90.17.9.01	Dental equipment including dental drills, spittoons and mouth-rinsers mounted on a pedestal.
90.17.9.02	Syringes for injections.
90.17.9.03	Disposable plastic syringes for injections.
90.17.9.04	Syringes for other uses.
90.17.9.05	Needles for injections and for surgical sutures.
90.17.9.99	Other medical, surgical, dental and veterinary instruments and apparatus, including ophthalmic instruments (including equipment for venoclisis and clamps, plates and pins for bones).
90.18.1.01	Mechano-therapy appliances.
90.18.1.02	Massage apparatus.
90.18.1.03	Breathing apparatus (including incubators for premature babies).
90.18.1.99	Psychological aptitude-testing apparatus and others.
90.18.2.01	Parts and components for the apparatus of 90.18.
90.19.1.01	Orthopaedic shoes and soles.
90.19.1.02	Surgical belts, trusses, corsets and similar articles.
90.19.1.99	Other orthopaedic appliances.
90.19.2.01	Artificial teeth.
90.19.2.99	Prosthetic articles and apparatus.
90.19.9.01	Hearing aids.
90.19.9.99	Splints and other dislocation or fracture appliances.
90.20.1.01	Apparatus based on the use of X-rays.
90.20.1.02	Apparatus based on the use of radiations from radioactive substances.
90.20.1.03	X-ray generators.
90.20.1.04	X-ray screens.
90.20.2.01	Parts and components for the apparatus of 90.20.
90.23.0.03	Clinical thermometers.
90.25.1.03	Microtomes.
94.02.1.01	Operating tables, examination tables and the like.
94.02.1.02	Dentists' chairs and the like.
94.02.1.99	Other medical and surgical furniture.
94.02.2.01	Parts and components of the furniture of 94.02.

CHILE

Permitted import list

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage of prior deposit
1	00.01	(Insert new Chapter 00) Insert new item: Materials, etc., for the construction, equipping, furnishing, etc., of hotels of an international category .	10,000
45	30.03	Following the item 'Amino-acids for injections' insert new heading: Amino-caproic acid for injections	0
117	73.15	Replace the heading 'Siliceous steels of less than 1·8 watts loss per kilogram at 10,000 Gauss' by: Grain oriented silicon steels of less than 1·8 watts loss per kilogram at 15,000 Gauss	0
		Line 23 replace 'Siliceous' by 'Silicon'	
172	85.01	Replace the heading 'Submersible power transformers' by: Power transformers of between 1,500 and 20,000 kVA and for service tensions up to 110,000 volts . .	10
		Replace the heading 'Power transformers of more than 12,000 kVA . . .' by: Power transformers of over 20,000 kVA and for service tensions of over 110 volts	10

BRAZIL

Visa requirements

HM EMBASSY at Rio de Janeiro report that as a result of a new administrative practice recently introduced, all business visitors with temporary (7(c)) visas must now present to the local Aliens Registration Office a certificate of income-tax clearance countersigned by a guarantor before leaving the country. This practice applies regardless of the length of stay in the country. The guarantor would be responsible for any income-tax claim which might arise after the visitor's departure, and would normally be his agent. Where the visitor has no agent in Brazil the British Embassy at Rio de Janeiro or the Consulate-General at Sao Paulo could sign as guarantor on receipt of a letter of indemnity from the visitor.

A 7(c) visa is essential if a businessman is proposing to sign contracts, agreements, etc., whilst in Brazil. If he does not hold this type of visa any business document signed by him is invalid under Brazilian law.

If the visit is purely fact-finding and no binding documents will be signed, the visitor could use a tourist visa, which is issued on arrival. In such cases no income-tax certificate is required.

UNITED STATES

Flammable Fabrics Act

THE *Board of Trade Journal* of October 18 gave notice of the procedures under the United States Flammable Fabrics Act, as amended, for the development of new flammability standards.

The United States Department of Commerce has under consideration the development of new or amended flammability standards or other regulations, including labelling, for all items of apparel and fabrics or related materials intended for use in such apparel.

This decision results from a finding that testing procedures established by the existing standard of flammability are considered to be technically inadequate in areas related to the testing of samples of fabrics in certain forms, and lack of provisions for the measurement of hazardous characteristics.

The Flammable Fabrics Act defines an article of wearing apparel as meaning 'any costume or article worn or intended to be worn by individuals'.

All interested persons are invited to submit written comments or suggestions relative to (a) the desirability of new or amended flammability standards or other regulations, including labelling, and (b) views on the form and substance such new or amended standards or other regulations should take.

Written comments should be submitted in at least four copies to the Assistant Secretary for Science and Technology, Room 5884, United States Department of Commerce, Washington DC, 20230

(*Continued on page* 1281)

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by November 22, 1968, and may be supported by any written data or other information pertinent to the subject.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Federal motor vehicle safety standards

THE *Board of Trade Journal* of January 12, 1968 gave notice of the United States Federal Highway Administration's intention to issue a new motor vehicle safety standard dealing with the impact protection of occupants of passenger cars from interior compartment doors. This proposed standard requires all interior compartment doors to remain closed during vehicle impact.

As the proposed standard is directly related to an existing standard, No. 201 – Occupant Protection in Interior Impact – passenger cars, and because one of its requirements would be complied with by testing in accordance with tests under standard 201, the Federal Highway Administration has now decided to incorporate its provisions in an amendment to standard 201 rather than issue a separate standard.

Accordingly the Federal Highway Administration has issued a revised standard No. 201 which becomes affective on January 1, 1970. The existing standard No. 201 [issued August 11, 1967] remains in effect until December 31, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol BS1 2NE (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff. CF4 4YL. (Tel. Cardiff 62151 Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488 Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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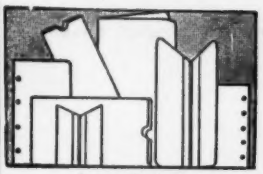

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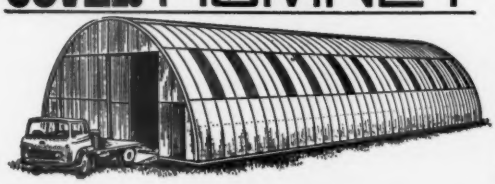

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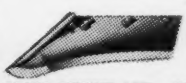

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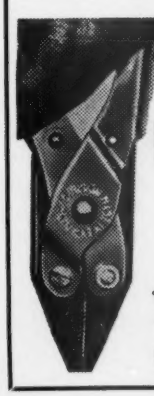

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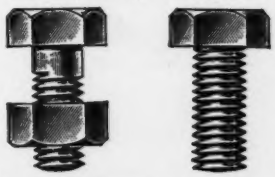

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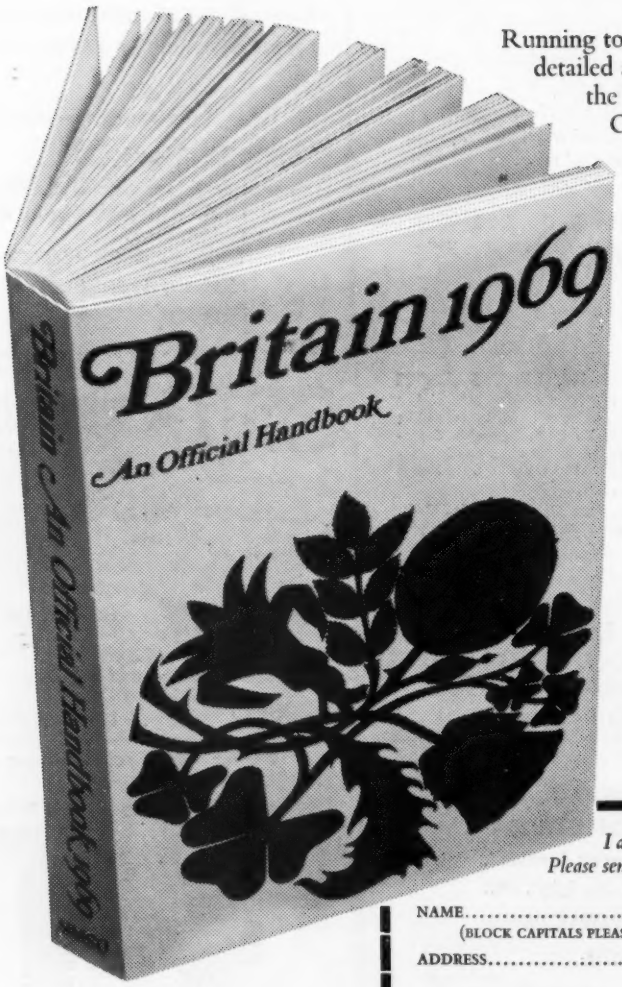

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